

The Soulful Sales Code: 6 Figure Sales Skills for your Heart-Centered Business

MODULE 4: PART 1

HEART-CENTERED SALES PROCESS / FLOW



Recap:

- Set powerful context for how to view sales
- How to actively create what Heart-Centered Sales is for you and your business



Role of the
subconscious in sales
– it's where it's all
happening!

SOLD!



Practicing and building new skills...

- Features and Benefits
- Rapport
- Asking clarifying questions
- Setting intentions



Heart Centered Sales Process

- Creating rapport
- Find need
- Build value
- Discover/Connect with Desire
- Address/resolve objections
- Make invitation/close
- Follow-up



Heart-Centered Sales Process

Connect/Create Rapport
Find Need
Build Value
Discover/Connect with Desire
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Heart
Centered
Sales
Process

**THIS IS NOT
LINEAR**



Heart-Centered Sales Process



Heart
Centered
Sales
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