

## SALES BINGO

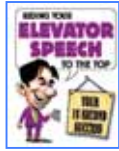
Yes!	How would you like it?	Consider this option	You can save more by buying multiples	Here's a custom solution
Sure.	This item complements that one...	How would you like to pay for that?	Lock in a lower price for the future	Is that your only concern?
Of course.	Shall we ship it or will you carry it out?	☺ [smile]	What else do you need?	Where does it hurt?
Sold.	Let's consider a multi-year contract...	How will you know this is right for you?	Let us throw in a bonus feature	You made a great selection!
As you like it.	We value your patronage	Thank you for your purchase!	Let's extend your warranty	Refer others for a discount

		<i>[your logo here]</i>		

# Craig Harrison's Popular Sales Presentations



• Speaker • Trainer  
• Consultant



## Your Sixteen Second Success...The Elevator Speech!

Break the ice, build rapport, uncover needs and sell your products or service in the time it takes to ride an elevator with a stranger...with your **Elevator Speech**. Get asked questions, position yourself and extend your sphere of influence with your elevator speech.

3151 Eton  
Avenue  
Suite 102  
Berkeley, CA  
94705  
USA

Direct:  
(510) 547-0664

FAX:  
(888) 450-0664

Sales@  
ExpressionsOf  
Excellence.com

www.  
ExpressionsOf  
Excellence.com



## Take the Chill Out of Cold Calls

Whether you're selling a product, service or yourself, learn to bypass gatekeepers, reach decision makers, showcase your unique selling proposition and handle objections as you close more sales with your cold calling script. Also learn to create a cold calling toolkit, up-sell and cross-sell with confidence.



Past President  
International  
Customer Service  
Association  
for the SF Bay Area  
&  
Silicon Valley



## Sales Through Storytelling: Story Tell, Story Sell

Leverage the power of **storytelling** to powerfully sell you products and services. Take past successes and share them using Craig's simple storytelling format. Your memorable stories will resonate emotionally with listeners, showcase qualities, skills, experience and values, and lead to more sales!



Past  
President  
National  
Speakers  
Association,  
Northern California  
Chapter



## Jest Practices!

### A Best Practices for Humor in the Workplace

Raise your department, team or organization's humor quotient and watch the benefits accrue! Increase productivity, enhance team building, encourage creativity and improve workplace esprit de corps. Let Craig teach you best practices for humor in the workplace. No kidding! This program is FUN!