

Dental Consultant Master Academy
evolve ■ emerge ■ influence

Action Sheet – Week 43
Five Step Process to Speak and Sell Part II



FIVE STEP PROCESS TO SPEAK AND SELL

- 1. Planet front of auditorium = "Plan your speech"
- 2. Books stacked on left of auditorium = Book it!
- 3. Kraft Mac n Cheese on back of auditorium = Kraft Your Speech
- 4. Rock lodged on right side of auditorium wall = Rock Your Talk! Take Charge!
- 5. Middle of the room the chairs filled with money = Make More Money!

_____ is the leader of the room.

_____ will command the room when speaking.

I am committed to rocking to room when I am speaking: (Rate Yourself)

A product I can offer my audience is: _____

The cost for this product is \$_____ but I can discount to \$_____ at my course.

List ways people can continue with you after you leave the room:

1. *Opt-in to your list*

2.

3.

How will you be changing lives when you do what you have set out to do?

1.

2.

Name Your 3 HOT TOPICS AND TITLE. List your course objectives under each course:

1.

2.

3.

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