

# Kill 'em or Close 'em!

## Don't Take Your Trash into Next Year

Turner Time Management

Growth Dynamics, LLC

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# Goals and Objectives

- To instigate a cleaning out your open opportunities.
- To help you become the most decisive salesperson you can be.
- To help you learn that you can survive not winning a sale.
- To help you see how much more prospecting you need to do.

# At Its Best

- **The language of sales** is one in which complex thoughts are simplified. Vexing decisions are reduced to their obvious conclusions. Lack of clarity becomes crystal clear.
- This language contains words and phrases capable of stirring emotion, stifling indecision, conveying agreement, and convincing even the most adamant prospect. Words are powerful.

# Why Are You Holding On?

Too needy

Lousy expectations

Too much hope

BS meter broken

Afraid they won't like you

# Success Requires

- An abundance mentality
- A total commitment to prospecting
- Bulletproof self-esteem
- A process you are in control of from start to finish
- Complete trust in the power of selling to NO!

# Justify Keeping This

You must know the following:

Why Change

Why Now

Why You

Why Is It Worth It

Why It Can't Work

# Did You Try To Kill It?

**What happened or why didn't you kill it?**

**Don't BS the team or yourself.**

# Take Action

**Schedule your kill 'em or close 'em session.**

**Find the guts and get emotionally ready.**

**Practice the process.**

**MAKE THE CALL!**

**Report the results.**



# Lessons Learned



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