



Tim **Wackel!**

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**The Wackel Group
3415 Westminster Avenue
Suite 207A
Dallas, Texas 75205
214-369-7722**

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Do relationships play
an important role
in your success?

Why people buy...

6% Price

38% Better product/service

56% Relationship

Everyone knows your name

Everyone returns your call

Everyone tells you the truth

Everyone will meet with you

Everyone wants your help

Everyone thinks YES!

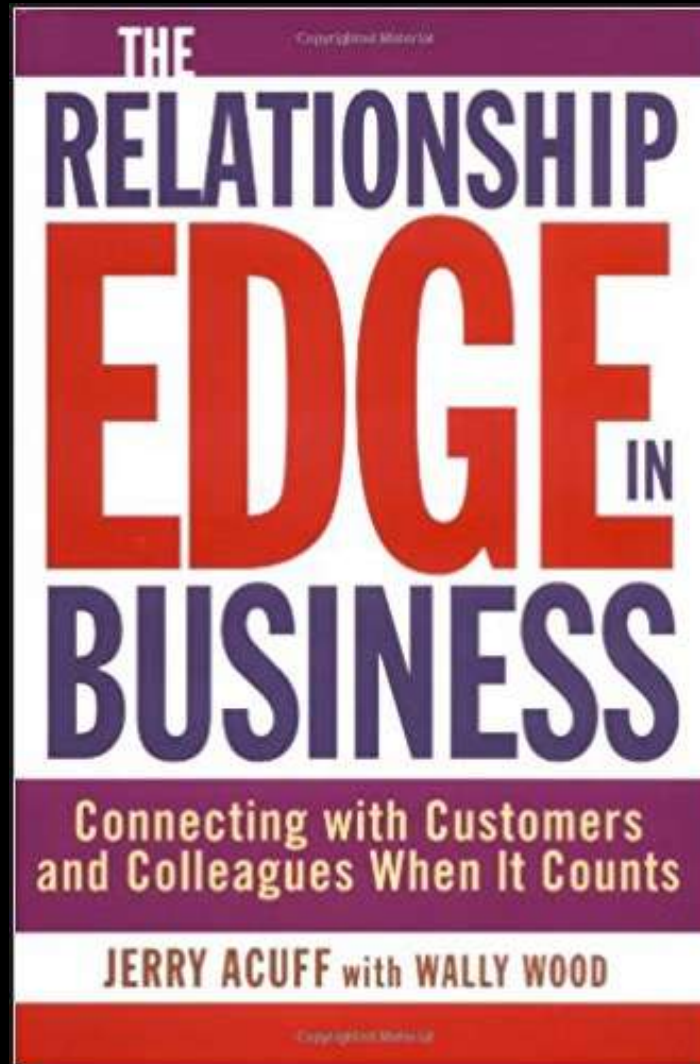
Themselves, spouse, kids, health
happiness, vacations, finances
economy, health insurance, taxes,
Trump, gas prices, retirement
college education, reality TV, dinner plans,
allergies, bad weather, job promotion, Botox,
grocery shopping, dark roots, reality TV, airplanes,
pest control, dinner plans, interest rates, spring break,
world peace, Wall Street, homeland security, premature balding,
Watergate tapes, Elvis sightings, UFOs, single bullet theory, toenail fungus, you

It is not what you know ...

It isn't about who you know

It is all about who knows YOU!

William
Dawes?





LIKE
THE
ABILITY
FACTOR

| HOW TO BOOST YOUR L FACTOR |
| & ACHIEVE YOUR LIFE'S DREAMS |

TIM SANDERS

Author of the New York Times Bestseller *LOVE IS THE KILLER APP*

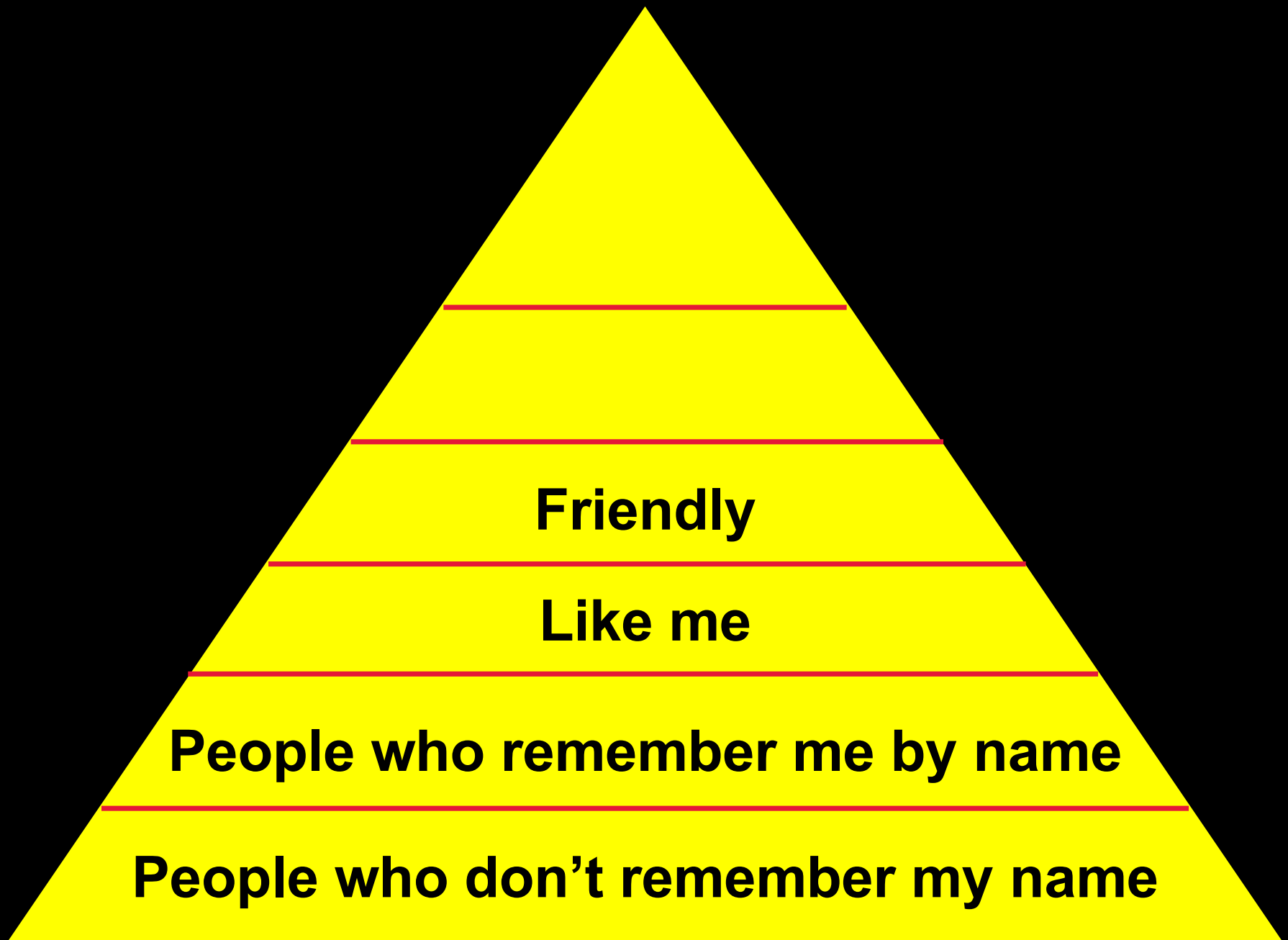
Brian Regan - Me Monster (HD)



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Scroll for details







Demonstration

What words would you use to describe someone that you respect?

Value

Knowledge & Actions

Respect

Friendly

Like Me

Like me

People who remember me by name

Know Me

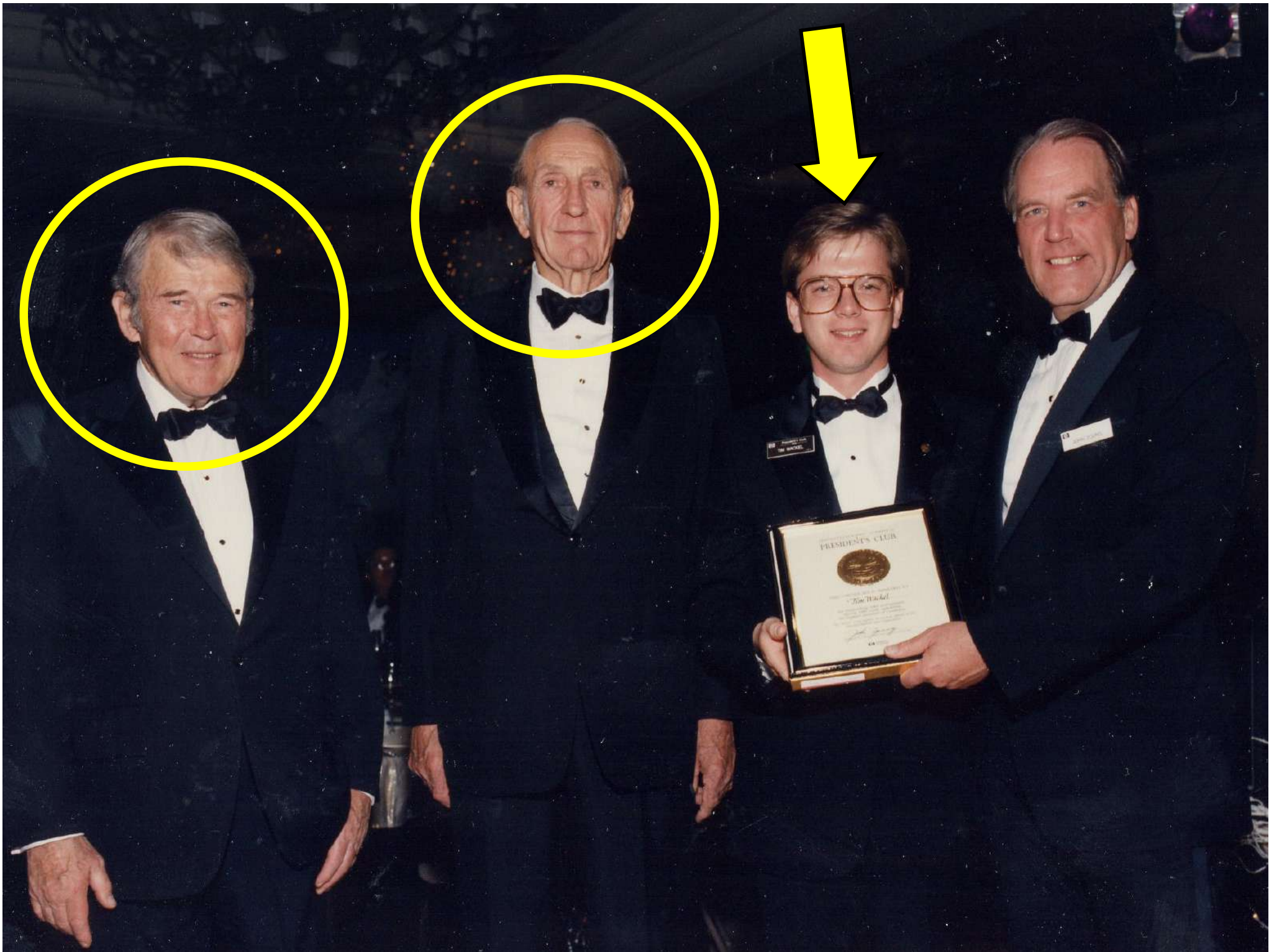
People who don't remember my name

- Time moving up versus moving down?
- Where are key people on your Pyramid?
- How do you move people up the Pyramid?

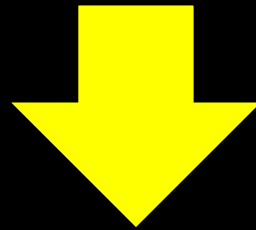
#1. What you think...[mindset]

About you

About them



#1. What you think...[mindset]



#2. What you learn...[sharing process]

“You can make more friends in two months by being interested in other people than you can in two years by trying to get people interested in you.”

Dale Carnegie

What do I really know?

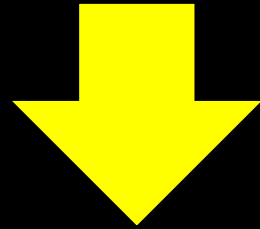
How did you decide to do
(whatever he/she does)
for a living?

What do you like to do when
you're not working?

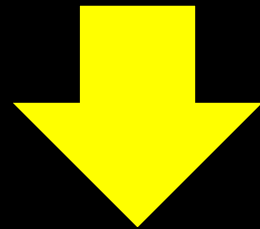
What are some of the things
that have helped you get to
where you are today?

1. Plan & prepare for conversations
2. Find common ground & make connections
3. Do things that lets others know they are important

#1. What you think...[mindset]



#2. What you learn...[sharing process]



#3. What you do...[action]

"A must for everyone and anyone entering the business world."
—Donald Trump

HARVEY B. MACKAY

#1 *NEW YORK TIMES* BESTSELLER

A portrait of Harvey B. Mackay, a man with short, light-colored hair, wearing a dark suit, white shirt, and patterned tie. He is smiling and looking towards the camera.

**SWIM
WITH THE
SHARKS
WITHOUT BEING
EATEN ALIVE**

Outsell, Outmanage, Outmotivate,
and Outnegotiate Your Competition

- Hometown
- Birthday
- Name of significant other
- Children
- College
- Clubs / civic organizations
- Role models
- Hot buttons
- Favorite sports team
- Favorite participant sport
- Car owned / liked most
- Type of pet
- Hobbies
- Favorite magazine
- Favorite movie
- Last / next vacation

Thoughtful

Unexpected

Inexpensive



Stop Pitching, Start Solving - Video Training

\$67.00

Helping Customers Discover What They Really Want

Quantity

[Add to Cart](#)

Product Description

You probably have a number of questions that you like to ask customers during a sales call.

Maybe you recognize a few of these:

"What are your goals?"

"Do you have a budget?"

"Who is involved in the decision making process?"

"What keeps you up at night?"

While these questions may seem interesting to you, your customer probably finds them to be mind numbing. They don't stimulate new thinking and ultimately you sound like every other rep that has walked through the door. Typically these conversations end with the prospect saying "Why don't you leave some brochures for me to review and I'll get back to you?"

This program teaches professional sales representative how to craft questions that ignite emotions, discover motivations and get customers to act.

Stop Pitching, Start Solving will help you (AND your team) learn how to...

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Please use your request id# 109184d522 in any correspondence with us.

Thank you,

Customer Service

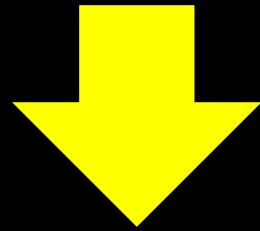
(800) 390-7269

customerservice@pictopia.com

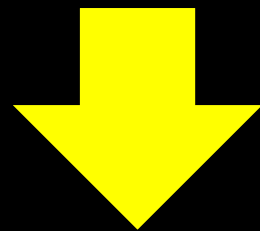




What you think



What you learn



What you do

- Leave any part of the process out and relationships will not develop.
- Most interactions that are not what you want them to be can be traced to not following the process.

Copy of slides?

Send email to tim@timwackel.com

Subject line: **MICA meeting**



Wrap up...

Remember that if you want to create more success in life, you'll need to go where you're afraid to go, do what you're afraid to do, and ask when you're afraid to ask.

It takes courage to admit you can become better, and it takes confidence to believe you can change.

But it takes absolutely nothing to create excuses.

I hope you found value in these ideas. Keep me posted on how/if I can help you and your team achieve more sales success.

You can always reach me at...

214-369-7722

tim@timwackel.com

www.timwackel.com





Tim **Wackel!**