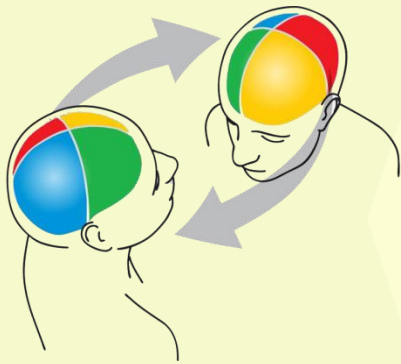


Key facts about ADAPTIVE SELLING

“ All other things NOT being equal,
people will STILL do business with
people they like ”



**WHEN 2 PEOPLE
MEET, THERE
ARE REALLY 6
PEOPLE
PRESENT:**

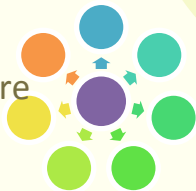
- ☞ Each person as seen by themselves
- ☞ Each person as seen by the other
- ☞ Each person in reality.

People buy only **2** things:
solutions to problems
and good feelings.



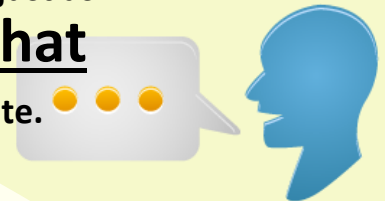
Most productive human
relationships involve
people whose
behaviour preferences
are in 'sync'.

No professional
career involves more
human interaction
than selling.



SUCCESSFUL
SALESPeOPLE ARE
RELATIONSHIP
BUILDERS.

How salespeople
communicate is just as
important as **what**
they communicate.



**A PERSON'S BEHAVIOUR
PREFERENCES ...**

- ☞ are created by his or her brain.
- ☞ determine that person's
buying preference.



WANT TO KNOW
MORE ABOUT
ADAPTIVE SELLING?

Zenlinx Ltd
The Brain Matters

BRAIN SELL

1-DAY ADAPTIVE SELLING TRAINING
Contact us at Zenlinx@zenlinx.com