

Module 5.3 6 Step Sales Strategy

1.	Briefly	outline	the	6 steps	s in	the	sales	strategy.
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For the following questions – refer to page 121 of the NLP world manual under "Conscious use of language"

2. What is an "agreement frame" and when would you use it?



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3. What is a conditional close and when would you use it?

4. Give an example of how you might use the "what if" frame?