

# Why Aren't Your Salespeople Closing More Sales?

By Jorge Chavez

President, Topaz Sales Consulting



**Is it because they are having  
conversations in their head that they will  
never tell you?**

**What does it mean to develop an empowered mindset or belief system?**

# Self-Limiting Beliefs

- Prospects who like me will eventually buy from me
- If they need what I sell, they will ultimately buy it
- When a prospect asks a good question, I need to provide a thorough answer
- Prospects are honest
- If they are happy with their current provider, I cannot help them



Achieve success without limits

# Empowering Beliefs

- “No” is a wonderful answer
- My intent is more important than my pitch or technique
- Time = Money
- My goal is to see if it makes sense to continue to invest my time
- You are great, your company is great, but you are absolutely NOT a fit for everyone

# Empowering Beliefs

- When a prospect asks a question, I should learn why they are asking
- People buy for their reasons, not mine
- For the RIGHT prospect, me and my service are worth 100X+
- My most valuable asset is demonstrating Infinite Curiosity and Sincere Interest

# Commitments / Take-aways

What are you going to stop doing?

What are you going to start doing?

# Want to talk further?

If you are interested in discussing your sales challenges or opportunities, the first 5 people can schedule a Complimentary 30-minute Sales Strategy session by contacting me using my contact information on the next slide



# Topaz Sales Consulting

Jorge Chavez

Office: (512) 219-4015

[jorge@topazsalesconsulting.com](mailto:jorge@topazsalesconsulting.com)

Austin, Texas

[www.topazsalesconsulting.com](http://www.topazsalesconsulting.com)

