

Juanell Teague

Step 1: Assessment Selling™

Revealing Problems Clients Will Pay You to Solve

Assessment Selling™ Results?

- Turning relationships into long-term partnerships with bottom-line impact.
- Revealing what problems they have they will pay you to fix.
- Custom-designed probing questions that reveal point of entry for selling.
- Building trust so they don't want to do business with anyone but you.
- Building residual income by offering the right price.
- Together you find what they will pay you for.

What is *Assessment Selling™*?

A systematic individual exposure approach to full self-disclosure selling.

What problems does *Assessment Selling™* solve?

Leaving money on the table because we don't probe deep enough to find hidden problems they don't know they have that we can solve.

How does *Assessment Selling™* solve this problem?

Intentionally uncovers previously concealed facts from their point of view through a systematic 2-way trust-based probing process.

A - Point of Entry Research

- Flesh out existing relationships within market niche to reconnect
- Point of entry research reveals challenges they will pay to fix

B - Point of Entry Assessment

- Develop customized exposure questions to stimulate the brain-dump process
- Online purge exposes major issues that block organizations from moving forward to the next level

C - Point of Entry Proposal

- Develop your solution and bundled pricing plan based on out-of-their mouth needs
- Build comprehensive partnerships with extreme bottom-line



Juanell Teague provides accelerated career transformation to speaker industry professionals and to those in transition.

“This unique and thorough interview tool saved my business! I beat the competition, by creating a trust, finding their needs and marrying the right solutions to solve their problems.”

- Renee Malone

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