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**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**Are You Learning to Sell?**

**By Edward Thorpe**

**Are You Learning to Sell? by Edward Thorpe**

That's the question my big shot internet multi-millionaire mentor asked me this morning. Are you learning to sell?

No chit-chat. No how's the wife, son, weather. No interest in my health. This cat has zero interest in anything but my sales.

I Love That! If you're in business you have one object. Make that sale! During your business day – Everything you do must help you make that sale.

Yeah, you do have to build relationships with clients. You must behave with integrity. You Should under promise. And Over deliver. You must follow up. Stay in contact, etc.

But you can do those things after you make that sale.

During the selling process you concentrate on making the sale. Focus on *\*that\** sale. Sell like your business depends on *\*this\** one sale. It does, you know. You get'em one at a time.

You go through the selling process. Like this --

- 1) Build rapport. Ask questions then Shut The Hell Up & Listen.
- 2) Qualify your suspect. Keep asking Questions, Shut Up The Hell Up & Listen.

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3) Create desire for your product. Find their problems & \*prove\* that your product/service is their best solution.

4) Build value in yourself & your business organization

5) Ask for the sale. In other words, close. Example: Do you want to put this on your credit card, or do you prefer writing a check? Then Shut The Hell Up!

6) Handle objections if necessary. Smile & re-state \*Their\* favorite solution to \*Their\* problem. (Your product/

service's benefits, of course) Ask them to agree you've clearly answered their concerns.

7) Again ask for the sale. Example: Let's take care of this now so you can start enjoying...benefits/ solutions, etc. Then Shut The \_\_\_\_\_!

8) Follow-up/handle buyer's remorse. Re-state their logical reasons for buying today his was the right decision, you're wise to act today,etc.

Do you have to do every step? I do. Perhaps you're lazy and want to skip around or over the steps. OK. Go ahead. Let me know how you're making out.

I still remember my start in formal selling. Believe it or not, I started selling at nine years old. Quick story.

I grew up on a small farm in Kentucky. Things were a little tight around the Thorpe household. My Dad either couldn't afford or didn't believe in the concept of allowances.

But he did give me a portion of the family garden to grow whatever I wanted. He explained that I should grow a cash crop that I could sell to neighbors.

That's what I did. I've always loved popcorn. So I figured popcorn would be a good seller. Nope. I couldn't give it away.

My Dad had warned me that might happen. Amazing. Even at nine I knew it all. { CLUE }

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But I didn't give up. I did some market research during the winter. In Other words, I asked my Mom what she'd buy from me. She said green beans.

Mom was right! My most successful crop was green beans. That was great. Growing beans didn't take a lot of work and neighbors wanted fresh picked green beans.

I sold beans by the peck, by the bag, by the bushel. Any old way they wanted them, that's the way I sold them.

I've gone on to sell everything from illegal substances (Hey, it was the sixties) to pre-planned burials.

So when my big-shot multi-millionaire mentor asked me if I was learning to sell...I loved it. Because without sales

you're not in business.

Make that sale!

Edward Thorpe, The Laziest Dude on the Internet, publishes The Home Grown Biz Advocate. Smart, funny and candid HomeBiz Opp selling tips, tricks & free help. FREE Bonus Book reveals simple 'How to get rich' methods. Details in your 1st issue. Get yours at...<http://www.growahomebusiness.com/newsletter/default.cfmmailto:webmaster@growahomebusiness.com>

## **Distance Learning Makes Life Easier**

**By Matthias Reightman**

Do you have a desire to continue your education but are just not sure how to fit it into your busy schedule? Or perhaps you want to finish a degree but live too far from a college to make the drive for classes. Whatever your situation, do not be discouraged. Distance learning makes it possible for almost anyone to take a class or work toward a degree regardless of where they live.

Distance learning is becoming increasingly popular in higher education. Educators and administrators realize that people are busy and that gaining a traditional education is not realistic for everyone. Distance learning makes it possible for people of all ages to complete a variety of classes toward degrees of many kinds.

Distance learning can take place over the internet through online courses or by correspondence through the mail. Having internet is definitely helpful for distance learning, but it is certainly not required. All you really need is an address and a mailbox and you can be well on your way to finishing

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a degree.

If learning from home sounds like it might work for you, begin to research different colleges and universities that offer distance learning as an option for students. A simple internet search or a search at your local library should be able to highlight appropriate schools for you in no time. You will have to consider too what kind of degree or program you hope to study in. Don't rush into studying something until you have explored many options.

A great thing about distance learning is that you can continue with the rest of your life while taking classes. You do not have to stop working, change jobs, or stop spending time with your family and friends. With distance learning you can take as few or as many classes as you want to. Some times in your life may be too busy for more than one class but at other times you may be able to fit in two or three distance learning classes. Distance learning is flexible and it allows you to be in control of your schedule. You will have to look hard to find an option that is as flexible and accommodating as distance learning.

Is there a specific program or degree that you have always dreamed about studying? If so, now is the time. Let distance learning make your educational dreams come true while keeping your life simple and easy.

An advisor to many people thinking about gaining more education, Matthias Reightman is an advocate for distance learning. See if distance learning is right for you by visiting



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