

Flight Simulator Training – Speed Role-Plays

1. 30-Second Commercial – Face-to-face, or on the telephone.
2. Telephone Cold-Call – getting past the gatekeeper, or the first minute.
3. Describe who the buyer is, then, give me your 'Explode the bomb'
4. 3rd party story about a customer 'Pain'.
5. NO PREP – 3 Stroke Repeat Reverses.
6. Up front contract, you choose the situation.
7. Segue between B&R, and UFC.
8. Give a scenario, ask a question, then ask for a 'presumptive' reverse.
9. Asking for a referral from an established client.
10. Respond to 'price' pushback.
11. 30-second commercial to a high 'D'.
12. 30-Second commercial to a Networking Group.
13. What to say when rejecting a "TiO".
14. 3rd party story about a customer 'Pain'
15. NO PREP – 3 Stroke Repeat Reverses.
16. What to say when asked for literature / quotation.
17. What to say when you hear, "We always get three quotes – it's our policy."
18. Leaving a voicemail message from a cold-call.
19. Tell me 3 of your biggest "pain indicators".
20. Give a scenario, ask a question, then ask for a 'start-stop' reverse.
21. NO PREP – 3 Stroke Repeat Reverses.
22. Post-sell the set appointment.
23. Give the order back.
24. Give a scenario, ask a question, then ask for a 'key strategy' reverse.
25. Describe what you do to each D and I profile.
26. Describe what you do to a high S and C profile.
27. Segue between Pain and Budget steps.
28. Finding 'pain' indicators.
29. 3rd party story about a customer 'Pain'.
30. NO PREP – 3 Stroke Repeat Reverses.
31. Inviting someone you know to a meeting at a trade show.
32. Ask about the Decision-Making Process – starting with 'when?'.
33. TRUST – say something not in your own interest – BUT not "...we are expensive".
34. Asking for a referral on a cold call when the other person says, "No thanks".
35. Give a scenario, as a question, then ask for a 'multiple choice' reverse.
36. What should you say when the prospect asks for a price reduction?
37. Name a buyer/role – ask the salesperson for 4 likely pains or pain indicators.
38. Ask the salesperson to describe their 'ideal client' (should include Pain, Budget, Decision Making Process).
39. Ask the salesperson for 2 good 'tactical' questions, and 2 good 'strategic' questions.
40. Ask a question...and tell them to answer it like a bullshit, jazz-hands, salesperson.

What things can we look for....

Tonality – Speed – Struggle – Reversing – Nurturing – Equal Business Stature – Creativity – Trusted Advisor Status – Conviction – Not being attached to the outcome – Low need for approval