



SUCCESSFUL SALES TACTICS

with Natasha Hemmingway

WORKBOOK

natashahemmingway.com

LET'S GET STARTED!



GRAB Your Phone



TEXT Heart to 55444



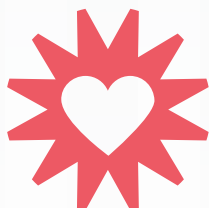
TAKE Your Sales
Assessment

BEFORE WE BEGIN

YOU WILL SEE THIS ICON WHEN YOU
NEED TO PULL OUT YOUR
WORKBOOK TO ANSWER A
QUESTION



THIS ICON IS WHERE YOU CAN
REFERENCE WHICH COMPONENT
WE ARE ON



TODAY WE WILL COVER



How-to steps to transform your mindset around making sales



Proven action steps you can take to boost your sales results immediately



The 4 key components of a sales process so that you can have a rinse and repeat system



Most importantly, you will learn my unique approach to bringing the HEART - not hustle! - to your sales process

A LITTLE ABOUT ME



Natasha Hemmingway is an entrepreneurial-based Sales Coach + Speaker and the creator of Heart Not Hustle™ Sales System, Convert Your Leads and Hello Client, Hello Cash – a coaching firm founded with an aim to helping entrepreneurs find, and focus, on the deeper meaning behind their business motivation and sales message. She established her firm after leaving a 16 year sales career in corporate. She helps entrepreneurs and sales professionals to master their authentic sales process, achieve success and maximize their sales wins by bringing the Heart Not the Hustle™.

**THREE
PILLARS**

communication
energy



MINDSET

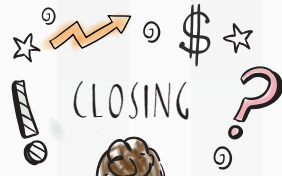
sales
process



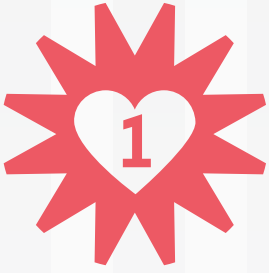
STRATEGY



COMPONENTS OF A SALES PROCESS



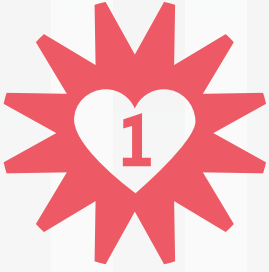




SALES CALL

What are your biggest challenges when leading a sales call?





SALES CALL

What's preventing you from closing more sales in a sales call?





FOLLOW UP

What makes you uncomfortable when following up after a sales call?





FOLLOW UP

How much should I follow up?





PRICING

Do you think your products or services are underpriced?
YES or NO

If so, why do you think that is?



CLOSING





CLOSING

What part of the closing conversation do you get stuck in?



CLOSING

What are your biggest worries when approaching the closing portion of your sales process?

LET'S CONNECT



@natashahemmingwayspeaks



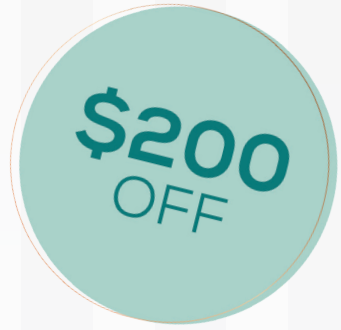
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CASH



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GIFT FOR
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