

Amazing System Reveals New Techniques for Doubling Your Sales Income Rapidly... Even Your Top Salesperson Doesn't Know

The Sales Therapist, Lynn Pierce reveals the *YES System* and its strategies which will...

Just a few of the practical tips, tactics and techniques you'll discover with **The YES System:**

HOW ANY PERSON CAN BE A TOP PERFORMER IN WEEKS

The YES System techniques have catapulted the careers of several inexperienced, ordinary people. It can totally transform anyone who aspires to be a top performer.

4 WAYS TO ACCESS DEEPER INFORMATION

The secret to your client's needs and desires. Learn how to have your clients happily tell you everything you want to know.

HOW TO GENERATE LARGER SALES

This occurs in the salesperson's mind and once understood is easily applied.

6 BELIEFS THAT INFLUENCE YOUR EARNINGS

Uncover your true beliefs about money and access your maximum earning potential.

HOW TO INCREASE PROFITS WITHOUT INCREASING COSTS

Implementing these techniques and powerful principles doesn't involve any added cost, just a simple improvement in presentation skills.

10 YES COMMITMENTS

Why YES is the natural progression when you have these commitments from your client.

17 VERBAL AND BODY LANGUAGE SIGNALS

You'll never talk past the close again. You'll know your client is ready to say YES.

5 STEPS TO OVERCOME ANY OBJECTION

You'll never be afraid of objections again when you learn these 5 simple steps.

Transform your company into a moneymaking sales machine...

Your people will learn:

- **How to go from zero sales to Salesperson of the Month in less than 30 days;**
- **How to greatly increase your closing percentage with an amazing little known secret;**
- **How to become passionate and stay highly motivated even in tough times;**
- **How to ask specific questions that can make the difference between getting to YES or getting a maybe**
- **And so much more...**



Have you ever wondered how to take the pressure and stress out of the sales process while increasing your closing percentage at the same time? Or how to be comfortable talking to any person you come in contact with? Would you like to dramatically increase your bank account by uncovering what makes your clients tick?

The common sense, straight forward and powerful principles found in *The YES System* will give you the edge your team needs to accomplish all this and more.

Lynn Pierce delivers a unique system, developed through research and personal experience, which allows you to plug the *YES System* techniques into your current presentation and increase your team's sales today.

You'll be taken step-by-step through the entire sales process as Lynn enrolls audience members to demonstrate how the *YES System Personality Matrix* creates instant rapport that will have clients begging to do business with you.

Lynn Pierce, America's Sales Therapy expert, is not a sales trainer. She works with your team at a higher level; analyzing individual and team challenges, offering concrete solutions. Lynn's systems demonstrate how one basic change can create massive cash generating results. Results you can build on.

Presenting these strategies with humor and practical examples, Lynn will have your people ready to run out the door in the morning, eager to get started.

Lynn's relaxed, straightforward approach will have even the most difficult team members uncrossing their arms and applauding your decision to have her speak.

For more information or to book Lynn Pierce for your next meeting, Call: 480-242-5929 or email: lynn@changeonething.com



Exciting, High Content Programs Deliver Instant Results and Make You a Star

Program Topics

“Getting to YES Without Selling”

How to Dramatically Increase Your Sales with The YES System

This high impact, dynamic program will blow the socks off your sales team. Finally there is a program that shows sales professionals how to increase their closing percentage dramatically by relaxing and being themselves. [Lynn shares with your team the same strategies and techniques that propelled a group of 12 rookie salespeople to create over \\$15,000,000 in sales in under one year.](#)

This is the nuts and bolts of a sales process based on the needs and desires of your client. Your people will be amazed to learn how quickly they can determine the personality type of their client and customize their presentation accordingly. This concept is presented in an entertaining way that gets the whole audience involved. They'll have fun and learn more about each other as they learn to develop their sales skills.

Lynn has an amazing ability to take complex topics and make them easily understandable. Your team will look forward to implementing the new techniques and strategies they learn for immediate results. **If you've done training over and over, with no lasting results, you need real concrete solutions to your challenges. This program delivers.**

“Transforming Your Dragons Into Dollars”

How to Create a Personal Power and a Persuasive Presentation

“Transforming Your Dragons Into Dollars” teaches the personal and business skills needed to reach the pinnacles of success and sustain it. Going beyond teaching the usual sales skills, Lynn reveals what it takes to create a more persuasive presentation while transforming personal dragons into personal power.

Nothing will give your team more power and passion than realizing they already have inside of them everything they need to be successful. This program brings those skills out and put them to use. Your people will be astounded to hear how simple and easy it is to incorporate these success principles for instant results.

With personal stories, as well as examples from every day life, Lynn will make it crystal clear that success is not only attainable, but inevitable for everyone who follows the step-by-step process. **This program delivers personal empowerment combined with specific skills to catapult your team to the top.**

Program titles can be modified to the theme of your event.

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Meet Lynn Pierce

America's Sales Therapy Expert

Bio

Lynn Pierce enlightens audiences with the lessons learned in her more than 25 year sales and marketing career. Lynn has worked with diverse companies including major hotel chains, large real estate developers, small businesses and individuals .

Lynn created a superstar sales career spanning 3 decades, earning several Salesperson of the Year awards, before becoming an author and consultant. Lynn has spent years coaching salespeople to reach new heights.

Her work combines success principles with highly personalized sales skills. Lynn shows professionals how to turn challenges into cold hard cash by taking you step-by-step to create a powerfully persuasive presentation and a massive bank account .

Lynn's personal story of going from being painfully shy to becoming a sales superstar will inspire your audience. Your team will quickly realize if Lynn can overcome all the obstacles she faced to become successful, so can they.

Delivering her dynamic message with humor and real life examples, she reveals a system of common sense strategies and brilliantly simple techniques that will have your people knowing for certain this is the natural way to do business.

The step-by-step process that took Lynn to the top over and over throughout her career easily translates to your team instantly achieving a quantum leap in their productivity. One of the tools, The YES System Personality Matrix, has been the catalyst that skyrocketed many ordinary people to the pinnacle of success.

Lynn has [personally held a 50% closing ratio in sales](#) and trained the salespeople in one company to [achieve a 500% increase in sales volume in just a few months](#).

Lynn will captivate your audience by demonstrating these success principles with interesting and entertaining stories of having lived and worked in many of the most beautiful resort areas in the U.S., including 6 years in Mexico. Lynn also reveals mistakes she's made in her career and how your team can avoid them.

Sharing the easily duplicated techniques she has used to create the life of her dreams, Lynn gives your audience a proven formula for doing the same.

For a passionate, highly motivated team, book Lynn Pierce for your next meeting.

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Her transformational audio programs and success action guides include:

Getting to YES Without Selling; The YES System

Change One Thing, Change Your Life; A Personal Transformation System

11 Secrets of Super Success

9 Keys to Living an Abundant Life

Affirming Abundance

