

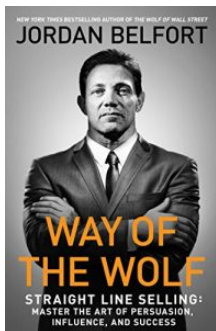
MEETING IN A BOX

Way of the Wolf: Straight Line Selling

Master the Art of Persuasion, Influence, and Success

Support Sales at

Start the conversation with your team and take initiative to be a part of our success. Use the getAbstract on “Way of the Wolf” to get started.

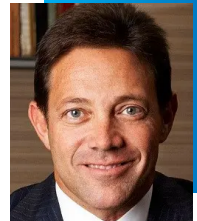


Step 1: Have your team read the “Way of the Wolf” getAbstract summary. To access the abstract, click on the book cover.

Step 2: Schedule a team meeting to discuss the questions below.

Step 3: Have a discussion with your team.

The Straight Line System “will show you how to shorten your sales cycle, increase your closing rate, develop a steady stream of customer referrals and create customers for life.”



Jordan Belfort

Author

Discussion Questions

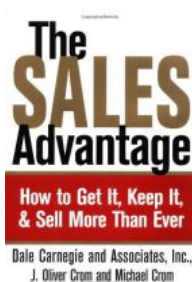
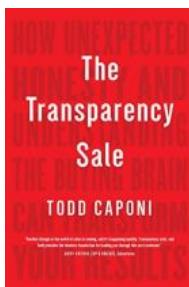
1. What are your thoughts on the proposition of the Straight Line System that “every sale is the same.”? Do you agree or disagree? Share your thoughts with the team.

2. What concepts of the book did you find most helpful and how can you apply them to help your own sales growth?

Take away

The Straight Line method tightens sales cycles, effectuates closes, develops referrals and solidifies customer relationships.

If you liked “Way of the Wolf” here are some additional getAbstract summaries and channels you may be interested in...



CHANNEL: Sales