



Barb Girson's Special Free Preview Teleclass

What: Follow UP & Find Your Fortune This Holiday Season

Gathering December Sales & Building for January

Day: Tuesday

Date: November 29, 2011

Time: 9:00 PM Eastern Time

Attend & Learn:

1. 2 Creative tips to maximize December
2. Why Follow UP is important to helping you build for January?
3. What are the common misconceptions about following up with leads?
4. What is different about today's consumers making follow up challenging?
5. What are the ABC's of Follow UP?
6. Who do I need to contact now to build for January, February & March?
7. How can I fill those specials for the weeks after the holidays?
8. What is an "Unforgettable Follow UP Day™" and how can participating help your business?

Intro:



1. Creative tips to maximize December

Authored & Prepared by:

Barb Girson

International Direct Sales Trainer & Coach

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2. Why Follow UP is important to helping you build for January (& race to the finish line for your **ANNUAL SALES GOALS**)?



3. What are the common misconceptions about following up with leads?

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4. What is different about today's consumers?



5. What are the ABC's of Following UP with today's consumers?

A
B
C



6. Who do I need to contact now to build for January, February and March?



7. How can I fill those special weeks to start the New Year strong?

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8. What is an "Unforgettable Follow UP Day™" and how can participating help your business?

List The Top Three Tips You Heard That You Will Use This Week:

Share what your best takeaways: Email Barb@MySalesTactics.com

- 1.
- 2.
- 3.

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Unforgettable Follow UP™

How to Step Up, Stand Out & Sell!

For Direct Sellers, Entrepreneurs, Sales Professionals

Brought to you by **Barb Girson**, Owner of My Sales Tactics™

Register now!



A day of massive action to build your business begins Tuesday, Dec. 2nd

One Day of Massive Action To Move Your Business Forward!

(3) Small Group Coaching Calls (10:00AM, 1:00 PM, 5:00 PM ET)

Register & Attend 1, 2, Or All 3 times. Make Your Calls Between Sessions. Come Back To The Next Segment for Feedback & Tips! **Calls Are Recorded For One Week (in case you cannot attend live calls).**

Attend & Learn How To:

- Set Up A Follow Up System For Success.
- Implement Strategies To Step Up, Stand Out & Sell!
- Use Proven Word Choices/ Improve Results/ Get To Yes!
- To Pursue Prospects Without Being PUSHY!
- Gain Confidence & Get Into Action

Register Now For This Accelerated One Day Program! All registrants will receive a Getting Ready Guide and Hand Out to help you prepare your leads and questions for this day.

To Learn More & Register: <http://www.mysalestactics.com/coaching/follow-up>

- Credit card payments accepted through Pay Pal.
- Get personalized email/phone access (quick questions etc.) to **Barb Girson**, your coach for the day.

To learn more & register: Only \$99 for up to 3 coaching sessions on Friday, December 2, 2011

Please forward the link to your friends. <http://www.mysalestactics.com/coaching/follow-up>

Here's what past participants are saying...

"Hi Barb, Thanks for all the work you've put into this! From listening to the others on our calls I know you've removed blinders, lifted vision, rekindled passion, and re-energized many of us. We have firmer legs to stand on than we did before. I guess that's what focused activity does for us, eh?! Thank you!" ---Lynn Gauthier,

Independent Silpada Leader

"Barb's [trainings] are refreshingly insightful. Her call had so many takeaways that I could implement in my business that same day. I look forward to continue to learn from her. I attended her last Unforgettable Follow Up Day and saw immediate results plus got a system to put in place that will keep our organization growing." -- Renee Belbeck, Founder of National Association of W.O.M.E.N., Ohio

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About Barb Girson

How can Barb help you grow?



Barb Girson, president and founder of My Sales Tactics, a professional skill development company, helps companies, sales teams and entrepreneurs gain confidence, get into action and grow sales by designing and delivering custom training and coaching programs at workshops, leader retreats and conventions.

Barb also coaches (1:1 or in small groups) CEOs and Entrepreneurs who are the “chief sales person” to promote their services and self. Even very successful women have hang ups when it comes to 'sales' and 'selling'. No one likes to be thought of as too sales-y. Plus, no one likes feeling sold and most of all no one wants to sell out to achieve success.

Her process is to diagnose where the sales discomfort or gap stems from and determine the support her clients need. Clients, with Barb's direction and guidance, will prepare a playbook full of creative selling methods and tactics that connect to your core and therefore become almost effortless to execute. The process includes both mindset and the mechanics of selling. Barb's presentations are humorous and playful so this reduces tension as comfort zones expand and courage increases.

Girson is an active member of NAWBO (National Association of Women Business Owners), International Coaches Federation, and a business partner with National Association of W.O.M.E.N.

Barb Girson's career began with Tupperware, working her business part time, while teaching sales and marketing full time. She was not very successful at first. You would not have bet a quarter that she would make it in business.

After that very humble start, Barb progressed to #2 in the nation out of 10,000 independent managers and 80,000 consultants. Over time, she developed successful systems and led her multi-million dollar Tupperware business to the top 10% of franchises in North America by helping managers excel and develop sales, leadership/team-building and recruitment skills.

Ready for a new challenge, she spent a decade in the corporate arena as part of a senior management team with responsibilities for driving up to \$40M in revenue and leading a field with as many 500 leaders and 20,000 consultants in North America.

Girson, a highly interactive creative speaker and author, has been featured in USA Today, appeared on CBS This Morning, Fox 28 News/Columbus, 880AM Radio and has been quoted in numerous other national/regional and local publications.

For Free Resources/Articles visit: <http://www.MySalesTactics.com> (Check back often for updates.)
And please sign up for her “award winning sales strategies ezine subscription: Strategies that STICK™.”
at <http://tinyurl.com/Barb-snewsletter>

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