

Every good experience—be it social or business—depends on mutual respect for its success.

RESPEC<sup>®</sup>

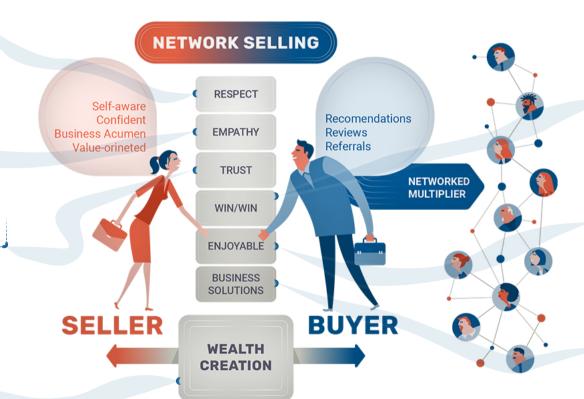
Empathy is vitally important today because we are overwhelmed with technology. This has created a world in which many people feel anonymous, disconnected & forgotten.

**FMPATH** 

Trust is key to almost anything for just about anything—running a company, or for building business or personal relationships. And, of course, for sales. Trust is like a pyramid, with layers of blocks built one upon the other, over time.

The network selling experience means wealth creation for both seller and buyer. It is designed to create a win-win situation for both. When this occurs, the buyer will happily provide referrals to the seller, and recommend the seller's product or service to others.

WEALTH CREATION



Since the beginning of time, selling has tended to be imbalanced either in favor or the buyer or the seller. In a perfect world, the buyer's best deal and the seller's best profit would be in total harmony. But we don't live in perfect world, so a win-win is actually a compromise.

. WINI/WIN

How a salesperson makes the buying experience enjoyable goes back to really understanding each individual buyer you're dealing with.

**ENJOYABLE** 

Today an enterprise of any kind cannot survive without a process. In the digital world, every activity must be part and parcel of your process, and must be defined more clearly than any other time in history.

-- BUSINESS SOLUTIONS