

The foundational ingredient in sales is TRUST. *Trust* fosters real conversations and opens the door to discovering the key issues you can solve for your clients. It lays the groundwork for successful negotiations too.

How do you earn trust quickly?

The **Kacin Point Trusted Advisor Sales Method** is consultative selling grounded in integrity. Clients are asking: Can you be counted on? Can I put real stakes into your hands? Are you representing yourself and your solution accurately? *Can I trust you?*

Spoken or unspoken, that's top of the list. This method will help you gain trust *fast!* When you do, your business strengthens, your revenue increases, your client list grows. Most importantly, your results become consistent and reliable.

In this program we cover the following important steps in individual sessions and small group cohorts.

Introductions

Who's talking? Who's listening? Trust starts here!

Questions

The right questions uncover what this prospect really needs.

Budgets

What can they afford?
How to know what they have to spend.

Proposals

How to write compelling proposals to win the business at any level.

Pushback

Eliciting objections.
Negotiating proposal elements and pricing.

Approvals

Who are the decision makers & stakeholders?
How to work with those you haven't met.

Set Expectations

Misaligned expectations derail the strongest client relationships.

The Close

Getting the best deal and making it stick.

Delivery

Fulfillment on time and on budget. Handling mistakes and communication.

Renewal

What's next? Staying engaged and timely.

This investment in yourself will give you skills to last a lifetime! **It all starts with a free consultation.**

[Book now!](#)