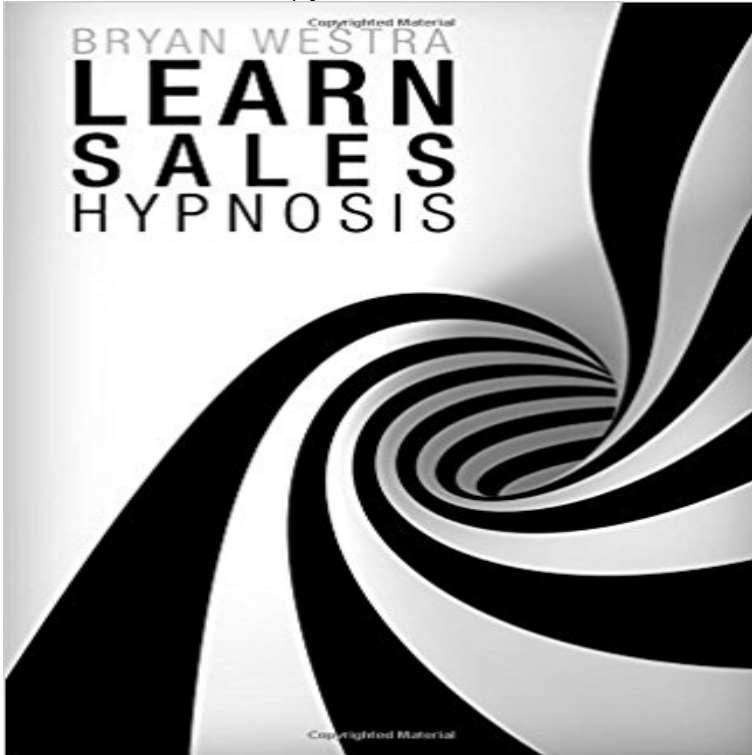


Learn Sales Hypnosis



Imagine how I felt when I was about to give up and a man by the name of Kevin Diekhoff convinced me to stay. He convinced me by simply saying, I have an idea, and shutting up. A period of time passed; what seemed like forever. I finally, feeling the burden of uncomfortable silence in the air, replied with, Whats your idea? And as quickly as I was hypnotized without knowing I was hypnotized I was sold. I was in my early 20s, you see, and I did not know the first thing about selling anything to anyone. I had worked in management for most of my young life. I was a hard worker, but just not a very smart worker. In a couple weeks I would finish a ride-a-long with Kevin and he would teach me many of the lessons you will learn throughout this book. When I was finished with my training, with Kevin, I almost instantly overnight rose to the top; becoming the number one salesperson on the sales-force. This would be the first of many opportunities where I would rise to number one for companies I decided to partner with. I was in advertising sales; a highly competitive, cut-throat industry to be working within. I sold intangible products; not tangibles where people can instantly see the attributes, advantages, and benefits in actions. I sold people trust. I had become an ad man and, with Kevins help, and I had mastered the art of making a lot of moneymore in one year than most will make in a lifetime. When I suspended my disbelief and my doubt about my own ability to excel in sales I created an opportunity for myself that brought with it a whole new paradigm for how I lived my life thereafter. While other people struggle punching a time clock at a 9-to-5 job every day of their life, I can, in an hour or so, earn more money than most of those people will earn in a month or even much longer. This is done without even trying. In actuality, if I tried, Id most surely fail to do as well. I know what youre thinking.

You're thinking how unfair it is that some people can make so much money in such a short period of time, while others have to struggle just to pay their bills every month. Let me ask that you to wipe the jealousy off from your face. You see, everyone is given opportunity. It is the deciding moment or decision time that hurts most people's chances of succeeding. I'm not even an extrovert. In school I was the shy guy in the corner who shied away from talking to anyone even my teacher even when I needed help on assignments. Read this book and learn how to hypnotize anyone by having a normal conversation with them. Learn how to sell. Learn how to communicate more effectively. Benefit yourself. Take action. Succeed! The only requirement you must uphold if you want success is to keep an open mind. This means suspending your doubts and any disbelief about what is possible for you to achieve, and simply take a leap of faith; trusting in the process. If you have already made the decision to change, it's time to learn these lessons. You might want to get very excited now. You don't know it yet; you're going to love this. Let go. Bryan Westra

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