

# **Sales Success**

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Now as you continue to relax, and listening to the sound of my voice, let me remind you that it is your decision to increase your sales productivity. You realize the benefits of better sales performance and accept the benefits easily and effortlessly. Realizing now that you have outstanding sales ability. You believe in the product that you are selling and make wise choices in closing the sale. You will remain calm, and relaxed at all times. Doing exactly what you must do to achieve a high success ratio in closing the sale. Staying focused and calm ensures a smooth sales transaction. The more you are able to harmonize with objections the easier they are to resolve. Remembering to use your own inborn creative ingenuity to deal with objections. The benefits of closing the sale are tremendous and you allow yourself to reap and harvest great rewards from your efforts. Maintaining a high success ratio is easy and it comes to you naturally. Staying calm and relaxed ensures this process.

As you continue to relax, allow your mind to be receptive to these suggestions. The more receptive you are to the suggestions, the faster and easier it is for you to increase your sales productivity. It's important for you to develop instant rapport with clients. And you do so easily. You have the ability to change or alter anything that will allow you to close the sale to the satisfaction of your client. You now realize the need to increase your sales performance and do so willingly and completely. Knowing that you receive good beneficial results from these efforts. And you like these results and accept them willingly.

Visualize yourself now as a newly energized sales professional. Enthusiastic in your quest for professional excellence. Seeing your numbers increase as each and every day, in every way you become better and more proficient in closing the sale. Hear the applause of your co-workers as you stand up and get noticed for a job well done. Feel the pat on the back from management. Taste the sweet taste of victory. You have a right to be successful and you are capable of attaining these goals consistently. Knowing exactly what to say to close the sale. Staying focused on increasing your sales productivity each and every day. Day after day, after day. Every day in every way becoming more fluent with the words you speak. Choosing the correct words to close the sale comes automatically. They are available to you at your command. Knowing exactly what to say to trigger an acceptance of the product you have to offer. Staying perfectly focused on the task at hand and gaining acceptance of your product and yourself easily and effortlessly. Each time you think of a new sales prospect, you will gain new vitality and energy. Knowing that you have the inborn ability to do whatever it takes to close the sale. Each time you embark on a new perspective client, you follow through with the appropriate actions that result in a sale. Looking the customer directly in the eye, believing in your service or product, asking for the business. Each and every new sale will result in monetary compensation for you. And you deserve to be well compensated for your efforts. It is your birth given right to be successful and you accept this right naturally. Every day and in every way you are becoming more and more and

more successful. Hear the applause of your family and loved ones as they cheer you on to higher levels of success. Keeping focused, calm and relaxed at all times. Knowing exactly what to say at the correct time. Asking for the sale. Because you believe in your product and you believe in your success.

Imagine now an image of the perfect sale. See it vividly. The anticipation, the joy, the extra compensation in your bank account. Look at the bank account. See the numbers climbing and climbing. Just like a thermometer inserted into a pan of hot water. See them skyrocket. More than enough compensation. The numbers are continually increasing. Giving you a feeling of security and comfort in knowing you have the ability to sell your product or service honestly, with energy and enthusiasm. Being disciplined to do whatever you must do to attain a healthy, high closing average.

May I remind you that this is your choice and your decision. Each and every time you encounter a new client you will do so with integrity, honesty and enthusiasm. Drifting now... deeper and deeper into relaxation. Enjoying the renewed vitality that comes with knowing that you are a winner in sales performance. Winning each and every encounter. Winning with a new sales contract, winning with increased revenue, winning with your ability to communicate the buying points of your product. Triggering your clients' hot buttons to utilize your product or service. Reaping the rewards of a job well done.

Being comfortable, confident and self-assured in your ability to communicate to others. Establishing a need for your product or services. You are a self-starter. Doing exactly what you must do to increase your sales productivity each and every day. Day after day, after day. Relaxing more and more. And with every breath that you take you allow these suggestions to become a reality. Solidifying the results of a job well done. Making them a part of who you are. And this is so.

Command your subconscious mind now. (Pause) Silently and to yourself. (Pause) "Subconscious, you will do whatever you must do to increase my sales productivity." "You will speak fluently and clearly." "You will stay focused to ensure a smooth sales transaction." "You will harmonize with objections easily." "You will ask for the order." I command this of you NOW.

Know that each time you choose to utilize these suggestions that they will stay with you longer and become more and more indelible until there is no distinction between the suggestions and you. They will become a part of who you are whether at home, with friends, at work or at play. Self confident. Energetic. Enthusiastic. A true self-starter. You and the suggestions blending into one. Becoming a part of each other forever more.

**Emerge your client.**

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