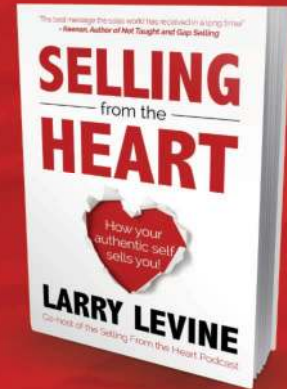


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Selling From The Heart

Larry Levine

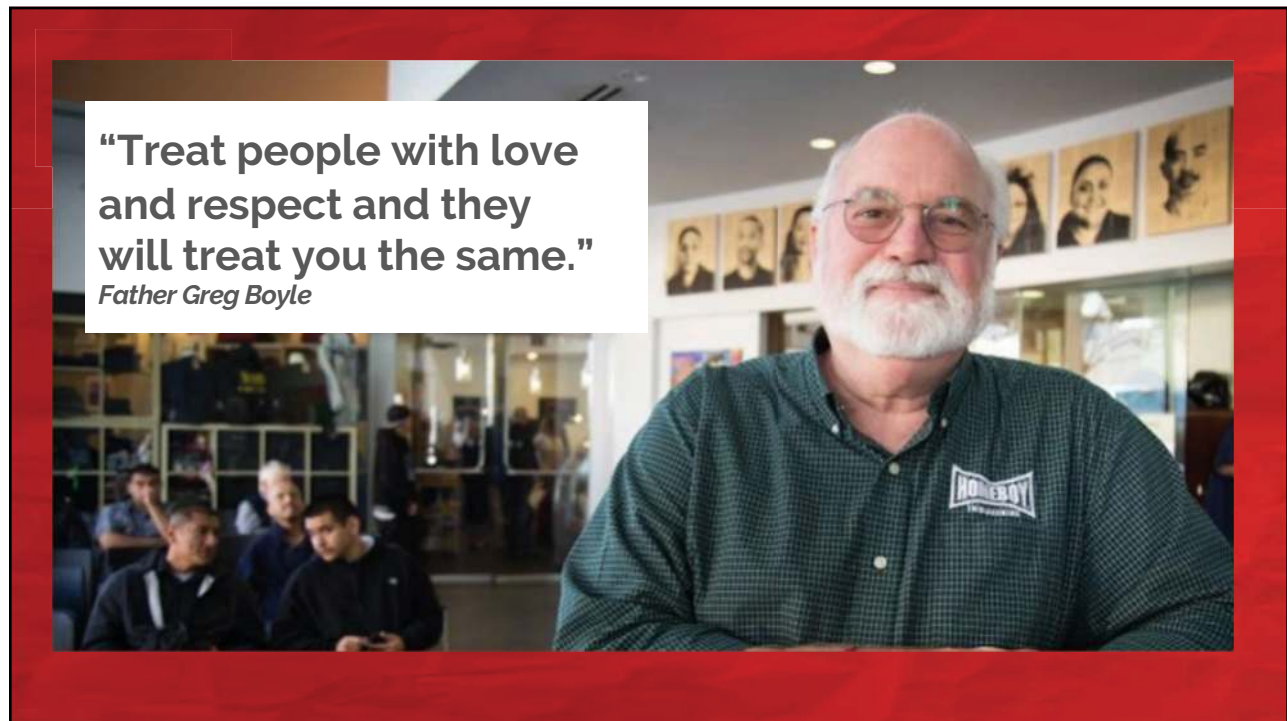
Author, Selling From the Heart

Co-host, Selling From the Heart Podcast

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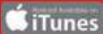

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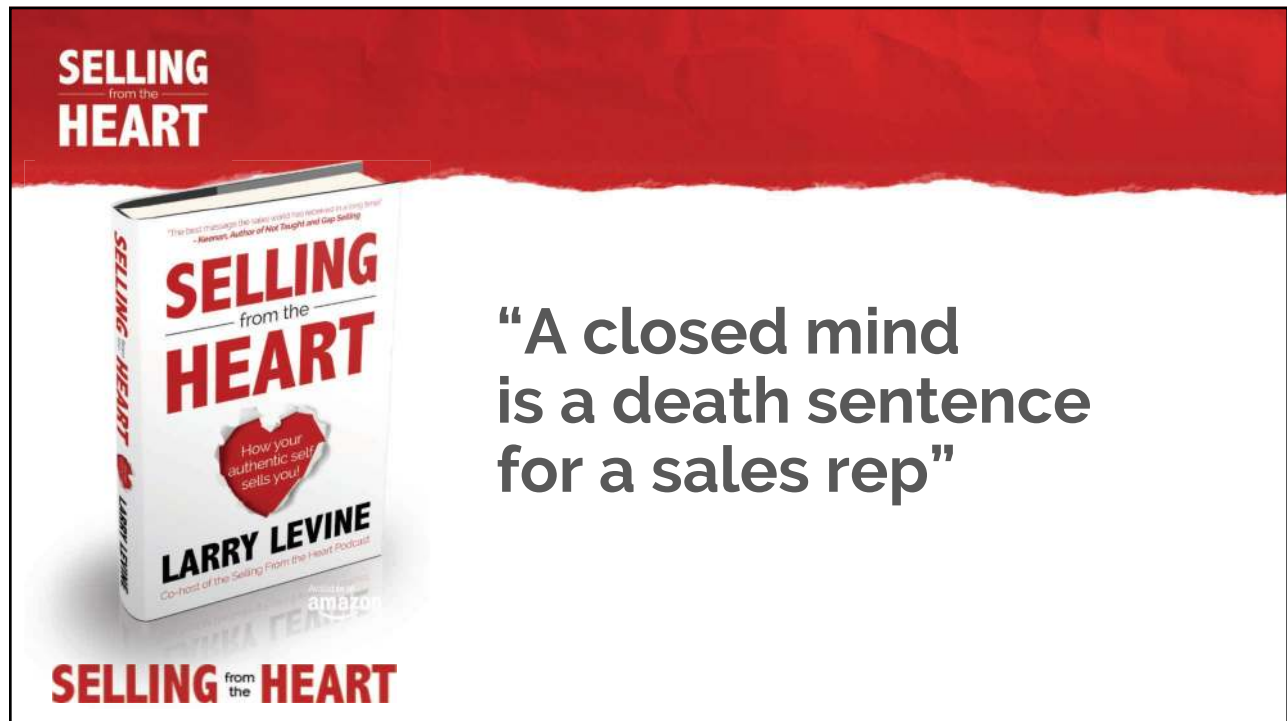
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**What does it
mean to you to
sell from the heart?**

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— from the —
HEART
PODCAST

AVAILABLE ON   

4



5



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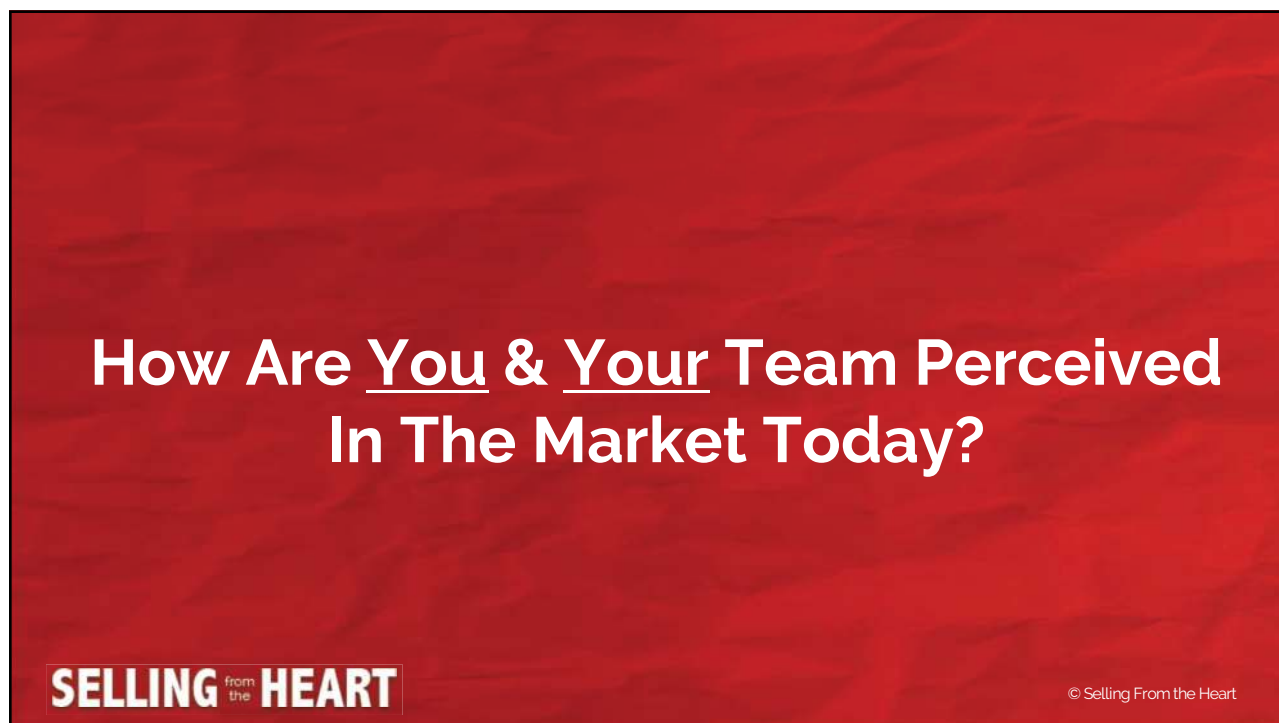
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How Would You & Your Team Like To Be Perceived?

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The Crisis of Trust

LOW
TRUST

FINE-TUNED
B.S. METERS

RAMPANT
SKEPTICISM

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Secret Sauce: Authenticity



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Authenticity: The Trust Builder

SUBSTANCE

+

SINCERITY

When you are
your authentic
self you have no
competition.
Larry Levine

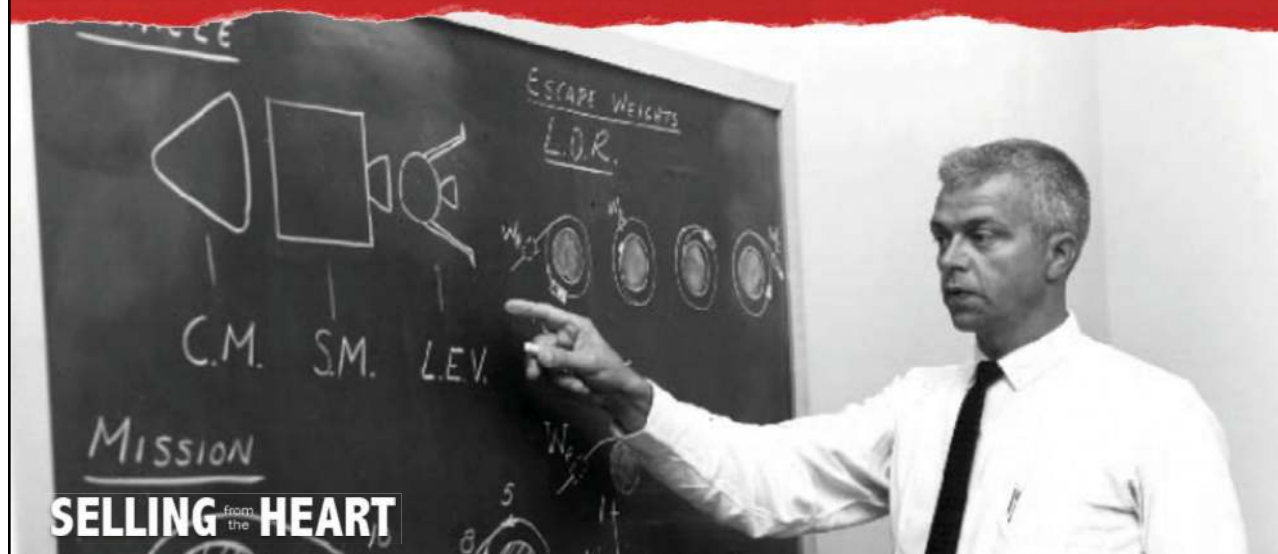
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How Could You Use Authenticity To Overcome the Trust Gap?

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Being Authentic Is Not Rocket Science



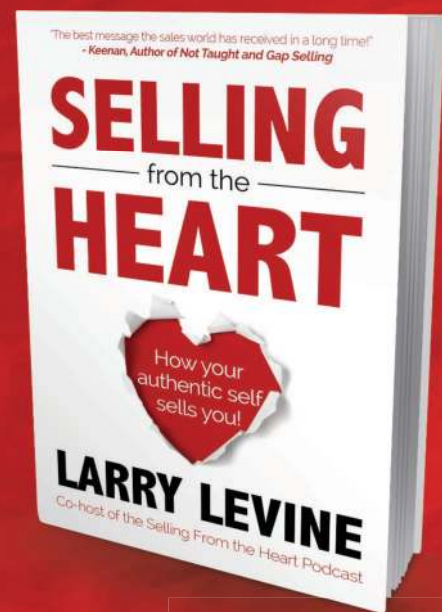
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Increase The Quality Of Heartfelt & Human Interactions

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“Actions speak louder than words when serving with the heart.”

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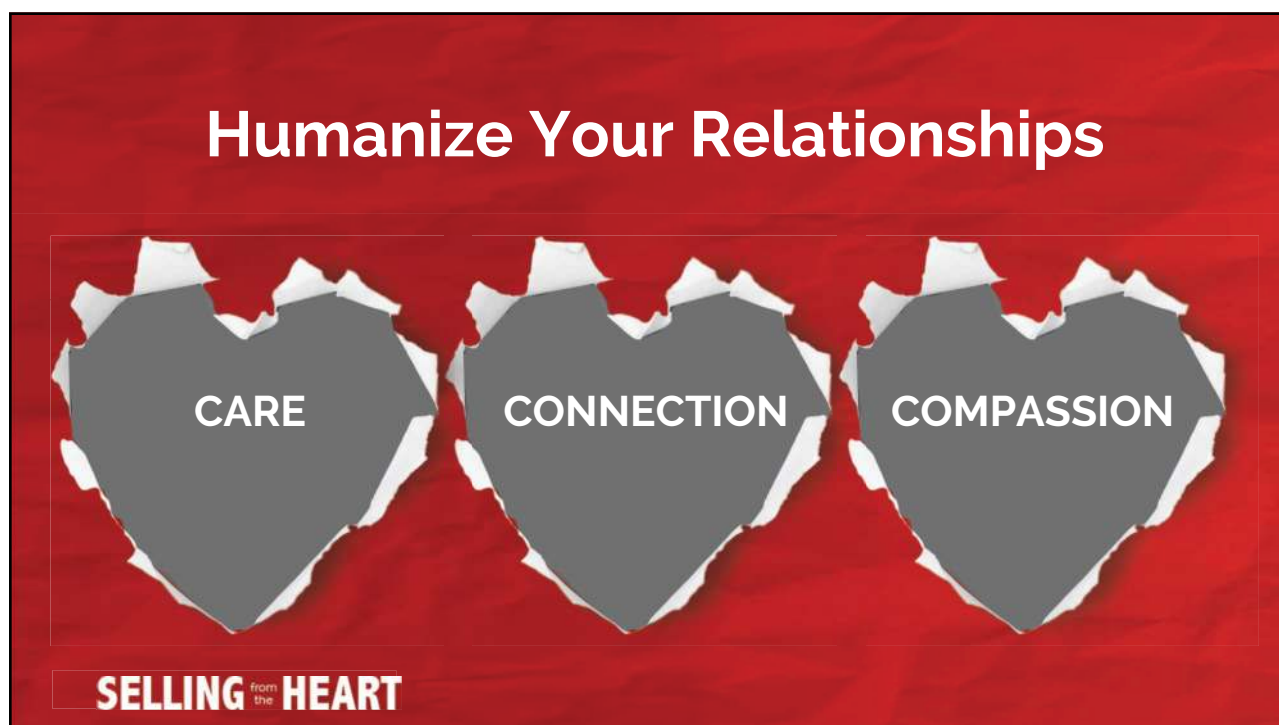


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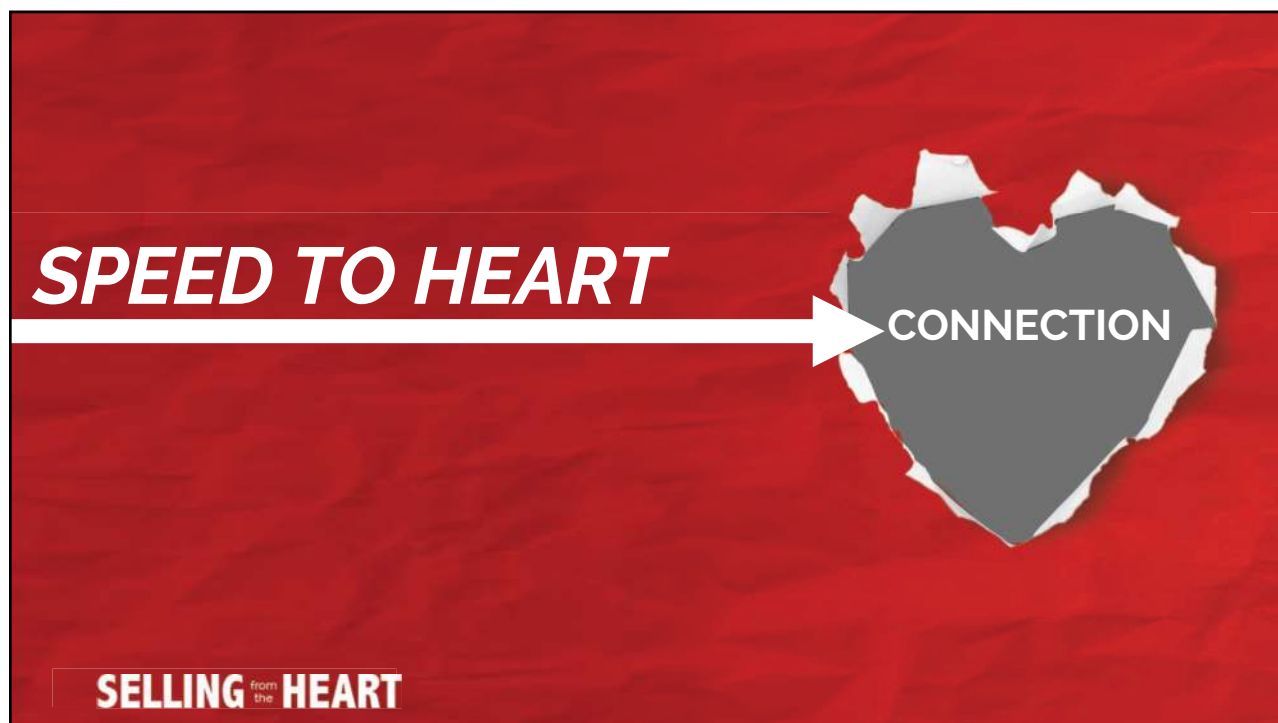
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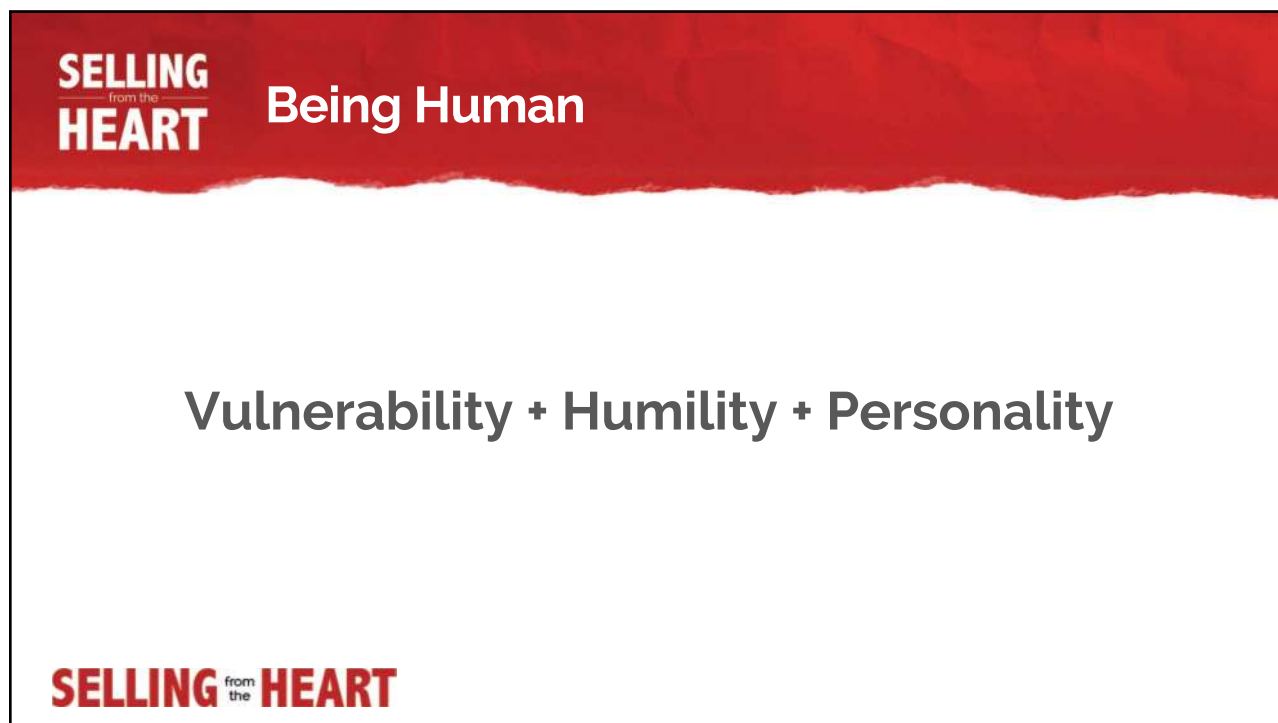
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SELLING from the **HEART** **Be Personable**

Stop hiding behind your keyboard!



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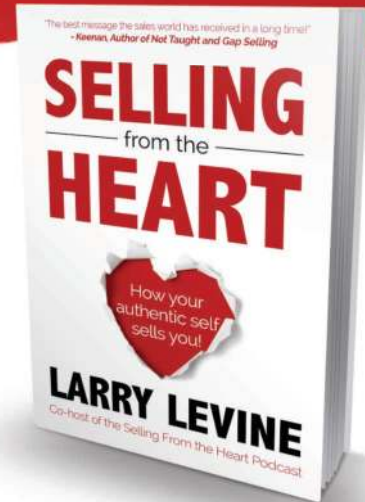
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Experience

“If you don’t care for your clients and provide them an outstanding experience, I guarantee there’s somebody sitting in the wings to enhance the experience.”



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**What's It Like To Be
Your Customer?**

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My Customer Experience



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What's Your Secret Sauce?

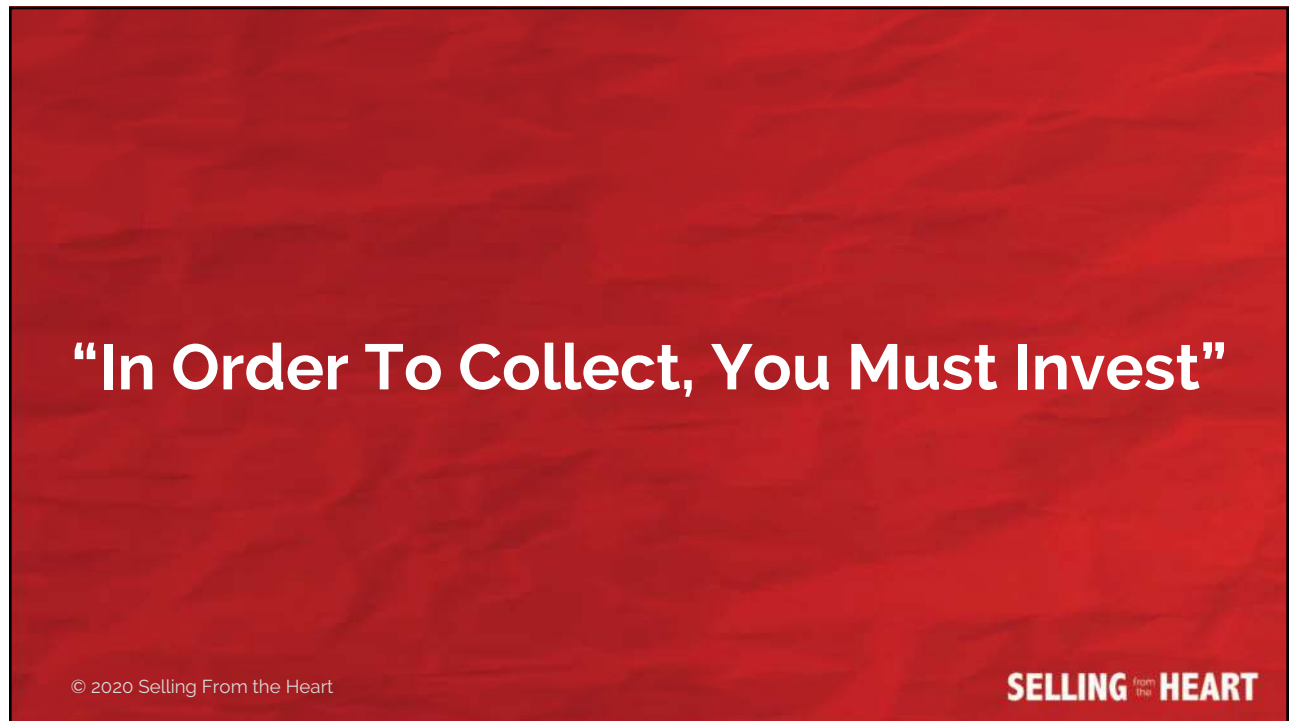


How can you
demonstrate
that you care?

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**How Many Want To Grow Sales In
2020?**

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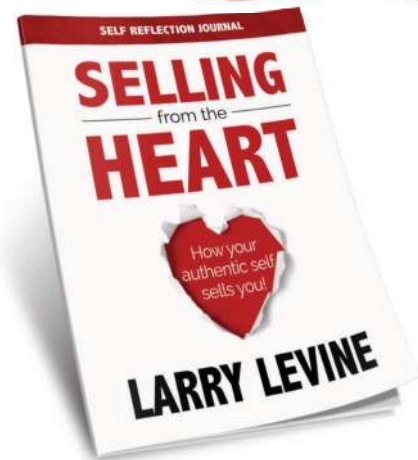
Gratitude

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Gratitude

- Listen to them, learn something new about them
- THANK them, then show you appreciate them
- Ask: ***“Why did you initially choose to do business with me?”***



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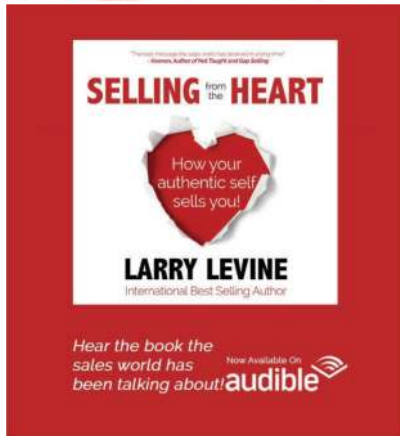


**How Can You Use This To
Build More Meaningful
Relationships?**

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Discover Your Gift



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