

COURAGEOUS SALES MASTERCLASS

with Dr. Nadia Brown



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WORKSHEET

What is your intention from today's session? What would you like to walk away with?

No Sales = No _____

What comes up for you when you think about sales?

Sales is defined as: _____

**Up to 85% of your success in selling is rooted in _____, _____,
_____, & _____.**

Let's Talk About Rejection

re·jec·tion /rəˈjɛkSH(ə)n/

Rejection is defined as: _____

What comes up for you when you think about rejection or hearing no during a sales conversation?

Describe your ideal sales conversation scenario. How would it go? How would the conversation flow? How would you feel? How would you want your prospect to feel?

In order to build your _____, you must shift your _____.

Three Keys to Building Your #SalesCourage

1. Stop _____ ... Start _____
2. Set _____ to get _____
3. _____ or _____ a Courage Diary



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