

Overview Of Topics

John James Santangelo, with his infectious spirit, sense of purpose and ability to entertain while teaching will offer all seminar participants an exciting and enriching learning experience. He's one of America's top speakers because he teaches audiences not only "what to do" but the "how to do it."

Seductive Selling Secrets

Studies have shown us that over 80% of products and services sold are so *because* of the relationship created, NOT the product or service. "*People buy emotionally and then justify their decision logically!*" With our presentation, the participants will quickly learn the how to create rapport / trust, and *how* their client's want to be sold by recognizing *the client's* buying strategies. Our Five Step Selling Process is effective and simple to incorporate into your style. Imagine understanding *how* your clients want to buy... from YOU? And have *them* ask for your product!

Communication Skills Mastery

If you KNEW how powerful your thoughts are, you'd choose them more wisely. The mindset of all successful high-achieving individuals is a "prosperity consciousness," a belief about themselves, their capabilities and the ability to take action on a daily basis toward a specific goal. Success can be simply defined as a *clarity of purpose* and, most importantly, *learning to get out of your own way!* Come learn our Four Step Success Strategy! Achieving this personal power you'll now begin to see massive abundance easily show up in your life!

Speak Up With Power & Influence

The most important skill we can learn is the art and science of communication! It affects everything from influencing others to how we deal with ourselves in relationships, personal growth, and our careers. Through our NLP techniques and exercises, you'll learn how to easily create instant rapport, build a connection and influence anyone at anytime. How we communicate will determine the decisions we make, influencing your goals. And your ability to communicate your ideas is a direct relationship to achieving them!

Some of John's Captivated Clients:

Multiple-Sclerosis Society, Mary Kay, The Learning Annex
RE/MAX Realtors, Well Point, Xerox, The Teamsters Union...
and post 9/11, the US Army Counter-Intelligence Team.

CONTACT INFORMATION

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