

Each One! Bless One!

eBlessings' Seminar Lesson Handouts
You Can Make a Difference!

Seminar Lesson Handout One:

**GETTING WEALTHY \$ELLING
ANYTHING AND EVERYTHING**

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and
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Acknowledgements

Key Scripture:

“For I tell you, that many prophets and kings have desired to see those things which ye see, and have not seen *them*; and to hear those things which ye hear, and have not heard *them*.”

Luke 10:24

Lesson Objective:

To help the reader understand that there is no reason you have to be poor and without having the basic necessities which life has to offer. It is important to understand certain principles which allow you to have the most of what life has to offer. You only have to know them and apply them. These seminar lesson plans will show you how to become success if you presently are not; and will show you how to become more successful if you are presently successful.

Lesson:

I worked nine hours a night putting myself through college. My father was a rich man; he wanted to send me to college. But I remembered right off what the Word says, "Acknowledge Him and He will direct your paths." The Lord spoke saying, "Work your way through college and let your father keep his money." This is exactly what I did and this is when my success started. You can start operating this way. Use your God-given gifts to create the life that you want.

I am 81 years of age and if I had another 48 years to travel this earth, I don't know what I would do differently. If I travel this earth another 48 years, I would have additional records of accomplishment to share with you. Use what I share with you in this book and you will have success beyond your imagination. If I can do it, so can you!

This book is going to teach you how to sell anything and everything including yourself. By reading and practicing the proven sales techniques found here, you can become successful financially in sales; whether you are selling now for a living or whether you have never thought about selling for a living.

Whatever your passion is, take a serious look at the opportunities within the pages of this book to fine-tune your business acumen. The information in this book will give you the tools to get the "Yeses" that are paramount.

Before the present economic downturn, people thought they could depend on that next paycheck. However, with so many pink slips and layoff notices handed out causing record-breaking unemployment, we have come to realize that there may not be a steady pay check. Do not panic. This book has your answer. Read this book and learn how to overcome your fear of salesmanship. Learn to master selling products and services, instead of working that nine-to-five job at Joe's Meat Market or South East Corporate office. Practice this book's techniques and learn how not only to sell, but also to become a "profit center" for your business or for the company where you work.

The money is in sales. Name one business that you know that makes money without making a sale. Anyone can make money in sales when you learn the correct techniques, put them into practice and overcome the fear of meeting people. Learn to hire a “public relations representative” instead of putting an advertisement in the newspaper for a “sales associate.”

Some people have the “gift of gab,” great personalities or wonderful conversational skills. That does not have to be you. Do not worry about them. The minute you open your mouth, you are selling something. It might be yelling for the Atlanta Falcons, “Come on team!” but you are selling. You are selling that team. When you are standing at your office water cooler talking about how great your sports hero performed, you are selling that sports hero and that sport; and you are not making a dime out of it.

Pick a product or service, which is beneficial to someone or has that potential and talk about it—guess what—you are now selling. If you meet a rude person, remember, they have the problem, not you. Knock on doors, make some calls, have lunch, go to the country club, pull out those golf clubs and read this book. Read it not only once, but enough for the information to become a part of your daily conversation. Be motivated. Get out there and sell your product or service. Do not be afraid to knock on some doors.

The people who want your business are out there in the field. You or someone in your company must go out there and sell the people the benefits—the benefits of your products and services—or you have to get them into your store. In a nutshell, you have to go where the people are or get them to where you are. Next, you must get referrals and attempt to establish long-term relationships with your customer base. These relationships are the driving forces of any long-term successful business model.

You have made a great investment in yourself and your future with the application of the techniques in these lessons. Now practice the

professional sales techniques within these pages and see your success grow as you put in the effort and faith in your ability to offer individuals and businesses the opportunities that they are looking for in your products and services. It is great and amazing what people can do once given the opportunity.

QUESTIONS:

1. Why do you think it is important to acknowledge God in all things great and small?
2. Why is it important to use your God-given gifts?
3. Why is it important to learn how to sale successfully?
4. Why do many people have a fear of selling?
5. Do you have a fear of meeting people? Why?
6. Why is it said that everyone is always selling something?
7. Is it really important to read information more than once? Why?
8. Why do you have to go where the people are to get them to where you are?