



Sharon-Drew Morgen

Inventor, Original Thinker, Pioneer, and
author of New York Times Best Seller,
Selling with Integrity

Presents

BUYING FACILITATION® TRAINING

LEARN **Buying Facilitation®**: THE UNIQUE APPROACH THAT
HELP BUYERS DECIDE: *Faster, Easier, Definitively.*

Ask Yourself:

- Are you ready to consider adding a program that teaches new thinking in the sales field?
- Are you seeking new sales skills to help influence the buyer's decision making?
- Do your current sales skills address the full range of skills your client requires?
- How would your results change if you had the skills to help buyers influence their decision teams?
- Do you seek to work with an ethical, values-based selling model that will automatically differentiate you?

Learn How To:

● **CLOSE** the buyer-seller gap. Move beyond selling product; manage the buyer's internal relationships that enhance, delay, or inhibit buying decisions.

DIFFERENTIATE you from your competitors with true consulting skills that enable buyers to manage hidden internal decisions and include all decision factors – separate from selling product.

MANAGE the hidden side of the sales equation – the buyer's internal decisions that have never been available for influence until now.

COLLABORATE immediately with all internal decision makers and become part of the buying decision team on the first call.

SUPPORT CURRENT SKILLS by adding a new form of questioning that will teach buyers how to manage all of the unique decisions necessary before they will make a purchase.

TAKE AWAYS:

1. Learn cutting edge skills to ethically influence the internal people and policies necessary to ensure buying decisions and target appropriate prospects.
2. Get training or coaching from Sharon-Drew.
3. Learn the Buying Facilitation® Method.
4. Learn cutting edge, revolutionary material that is only offered via the Buying Facilitation® Method.
5. Increase revenue between 200% to 800% over conventional sales. Close sales in 1/8 the time.
6. Differentiate buyers and tire kickers on the first call.
7. Increase prospective buyers by 30%.
8. Use an ethical, values-based servant-leader model to differentiate yourself from the competition.

The Morgen Buying Facilitation® Method training

DESCRIPTION:

OVERVIEW: Before anyone can bring a new solution into an existing system of people, policies, and rules, the entire system must accept the change in some way. Buying Facilitation® codes and influences the sequence of decisions necessary for change to happen without disruption. It involves a systems level intervention well outside of the conventional sales model and includes all of those activities that buyers must manage prior to a buying decision and that have been hidden from seller before now. This program teaches participants how to understand, manage, and influence the full set of decisions necessary for new decision to be made and makes change plausible with minimal internal disruption. This course involves a ground-breaking learning environment that teaches life skills for any collaborative communication, while enhancing sales results by an average of 400%.

Day 1:

The Learner as Buyer: Modeling the Buyer's Decision

RECOGNIZING WHAT NEEDS TO CHANGE: How do you sell now? What's working and what's not? What internal beliefs created your current actions? And what are you willing to do differently to be more successful?

LEARN: Become the Learner/Buyer and begin to learn Buying Facilitation by modeling your own sales skills. Model the same elements that buyers need to address before make a buying decision. Consciously monitor your underlying beliefs and behaviors that made you adopt your current skill set. Parallel this activity with a buyer's current environment, decisions, and behaviors and their ability or resistance to change as you learn the skills to shift the status quo.

SKILLS: *understanding the status quo *recognizing how the status quo is held in place and creating resistance *realize the importance of the beliefs and history behind the status quo that causes resistance to change *appreciate how to manage the system behind internal change so it can be transferred to a selling situation and buying decisions *learn how to manage resistance *learn to make conscious choices and teach buyers same.

Day 2:

Supplying information to support solution design

RECOGNIZING WHAT NEEDS TO CHANGE: What do your prospects need to know to recognize how to fix their identified problem? What are they willing to change, act on, to ensure change won't create disruption? What will disruption look like? What will need to shift internally to add a new solution? What is a system, and why is it necessary in sales? How can buyers design a solution that manages their internal criteria, beliefs, values? How can sellers help buyers design a solution that addresses all internal buying criteria without getting caught in the trap of trying to push their own solution?

LEARN: Learn the sequence and systems of how decisions get made that create and maintain the status quo. Understand how and why systems must be managed before any change can happen, and determine the type of solution the system is willing to adopt. Then help the buyer acquire the information necessary to change.

SKILLS: *lead the decision makers through all iterations of their solution design to incorporates internal politics, policies, relationships *learn to pitch just those pieces of information necessary to design a relevant, congruent solution *learn to formulate Facilitative Questions that manage the buyer's internal decision system with decision criteria and decision team *learn how to use the sequence of decision making.

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DESCRIPTION:

Day 3:

Integration Phase: Put it all together

RECOGNIZING WHAT NEEDS TO CHANGE: How do you help your buyer maintain their internal beliefs and criteria while changing those parts that will make them more successful? How can you use and formulate Facilitative Questions to lead buyers through their decision sequence and teach them how to manage their status quo to that any change (i.e. purchase) won't cause disruption?

LEARN: Learn how to lead buyers through the sequence of internal decisions that need to be made in order to be ready and willing to make a purchase. Use Facilitative Questions to help buyers expand thinking, recognize new possibilities and make quick decisions that have the normal sales cycle and double their ability to choose new solution.

SKILLS: *practice formulating Facilitative Questions
*practice listening for systems * understand how prospects create their status quo * collaborate to discover together what's necessary to reconfigure/ manage before buyers are ready to buy.

TAKE AWAYS:

1. Create collaborative decision making communication in any situation: negotiations, leadership, change management, customer service, management/supervision, coaching, as well as sales.
2. Influence others to recognize, align, and manage all of the elements that must be addressed before any change - including a purchase - can happen
3. Understand the systems involved in decision making, and the ability to influence a systemic change in any existing system.
4. Formulate Facilitative Questions, using the right words in the right sequence to make it possible for brains to expand possibilities and affect belief/criteria change while adopting something new.
5. Learn how to listen for systems rather than content, and learn to understand what the buyer is really saying.
6. Learn communication skills that can be used in every interaction: for negotiating, consulting, coaching, supervising, running meetings, presenting.