

THE MENTAL-RENTAL™ SALES PROCESS



How to Place Information
Into the Minds of Your Customers
And Improve Sales

(MP3 Audio)

DR. DENNIS ROSEN
WINFLUENCE® SOLUTIONS

WWW.WINFLUENCESOLUTIONS.COM

The Mental-Rental™ Sales Process Dr. Dennis Rosen - WinFluence® Solutions

In this seventy-minute audio seminar, you will discover how your customers think, and you will be presented with techniques to help control their thoughts and improve your sales.

Tracks (MP3 Format - Running Time: 69:58)

- | | |
|-------------------------------|---------------------------------|
| 1. Introduction | 9. Automatic Responses (Pt. 1) |
| 2. Mental-Rental Background | 10. Automatic Responses (Pt. 2) |
| 3. Positive MindSpeak (Pt. 1) | 11. Mind Reading (Pt. 1) |
| 4. Positive MindSpeak (Pt. 2) | 12. Mind Reading (Pt. 2) |
| 5. Negative Mindspeak | 13. Mind Reading (Pt. 3) |
| 6. CuriositySpeak | 14. Closing Comments |
| 7. Reason-WhySpeak | PDF transcript and summary |
| 8. Phone Call Example | also on disk. |

Dr. Dennis Rosen delivers keynotes and training on sales and customer service improvement to boost your bottom line – *served up with humor!* For more information, contact Dennis at 800-804-4034 or visit www.winfluencesolutions.com.

Information presented reflects the author's opinions and interpretations made available for use at the user's sole discretion. Users agree that the author and publisher assume no liability for use of this information. If you do not wish to be bound by this agreement, contact the author or publisher for return of this material.

© 2009-2013 by Dennis L. Rosen. All rights reserved. Unauthorized duplication or distribution is prohibited. *WinFluence*, *Mental-Rental*, *MindSpeak*, *SupportSpeak*, *PositiveSpeak*, *NegativeSpeak*, *CuriositySpeak* and *Reason-WhySpeak* are trademarks of Dennis L. Rosen.

WWW.WINFLUENCESOLUTIONS.COM