Natural Selling 4 Principles of Attraction

Principle 1 Natural Selling is Helping Other People Solve Their Problems.

Principle 2 Natural Selling is Listening to What is Being Meant, Not Just What is Being Said.

Principle 3 Natural Selling is Asking the Right Questions at the Right Time.

Principle 4 Natural Selling is Feeding Back What You think You Heard They Want.

When communicating with others, we are:

Least persuasive when we tell people things, or attempt to dominate them, (Presenting, Telling, Teaching, Persuading).

More persuasive when we interact and discover from each other, (Discussion, Debate).

Most persuasive when we allow others to persuade themselves, (Dialogue).



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The Mechanics of Dialogue