

# Paul Wearmouth

## Topics

### People Motivation

**Personal motivation is the "get up and go breakfast" that everybody needs. Here Paul shares the techniques that will enable the individual or employee to have clarity of thought and give them the "I can" attitude that so many of us lack when we meet problems, this also enables them to focus on what is important and adapt to different challenges while still maintaining the drive to succeed and purging the negative blocks that hold us back. Learning how to take control of your success rate is also vital and here Paul shares how the power of mind and matter can make it a reality while giving each person an individual five point plan of action to unlock the untapped potential held inside to make all of their dreams and goals a reality!**

### Selling Skills

**If you want your business to succeed in today's market then you need to demonstrate to your clients that you and your business are the best for them to deal with rather than your competition. There is no more effective way of doing this than selling. In this presentation Paul will take you on a journey of discovery and learning in to how to use your naturally skills to sell yourself and to close sales for your business and to see opportunities and even create them. Giving you a game plan to be able to sell to anyone at anytime and by integrating the five elements of his fantastic F.O.C.U.S. model with other top selling tactics Paul will show you a way to become not a mindless selling machine but a mindful selling machine using a visionary, energetic and "No holds bared" approach. Couple this with invoking the passion and desire to sell and you have a powerful combination to improve sales and turnover.**

**This presentation includes:**

- F.O.C.U.S. Selling**
- The Sale Cycle**
- Emotional Selling**
- Leading The Sale**
- The Sales Compass**
- The Green Cross Code of Selling**



## Testimonials:

*Wow! What an Extraordinary speaker! Thanks very much for the excellent session you gave us this morning in place of our regular members spotlight. It truly was inspirational, and I believe everyone will have gained something out of the F.O.C.U.S. session that they can deploy in their day-to-day work.*

**Kevin Smith**  
Chair, Select Network Romford

*I came away from hearing you speaking with great inspiration for my business!*

**Liz Rochester**  
Bit2Flash

*I'm positive all of us came away from the event having gleaned much valuable knowledge from you and I'm sure many, including me, will adopt your F.O.C.U.S. strategy.*

**Jane Beales**  
M.ioD  
Associate Director LFC Insurance

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