

The S.A.L.E Techniques

Using Meta-Coaching Competencies and Neuro-Semantics Approach

@antakirana

Antakirana

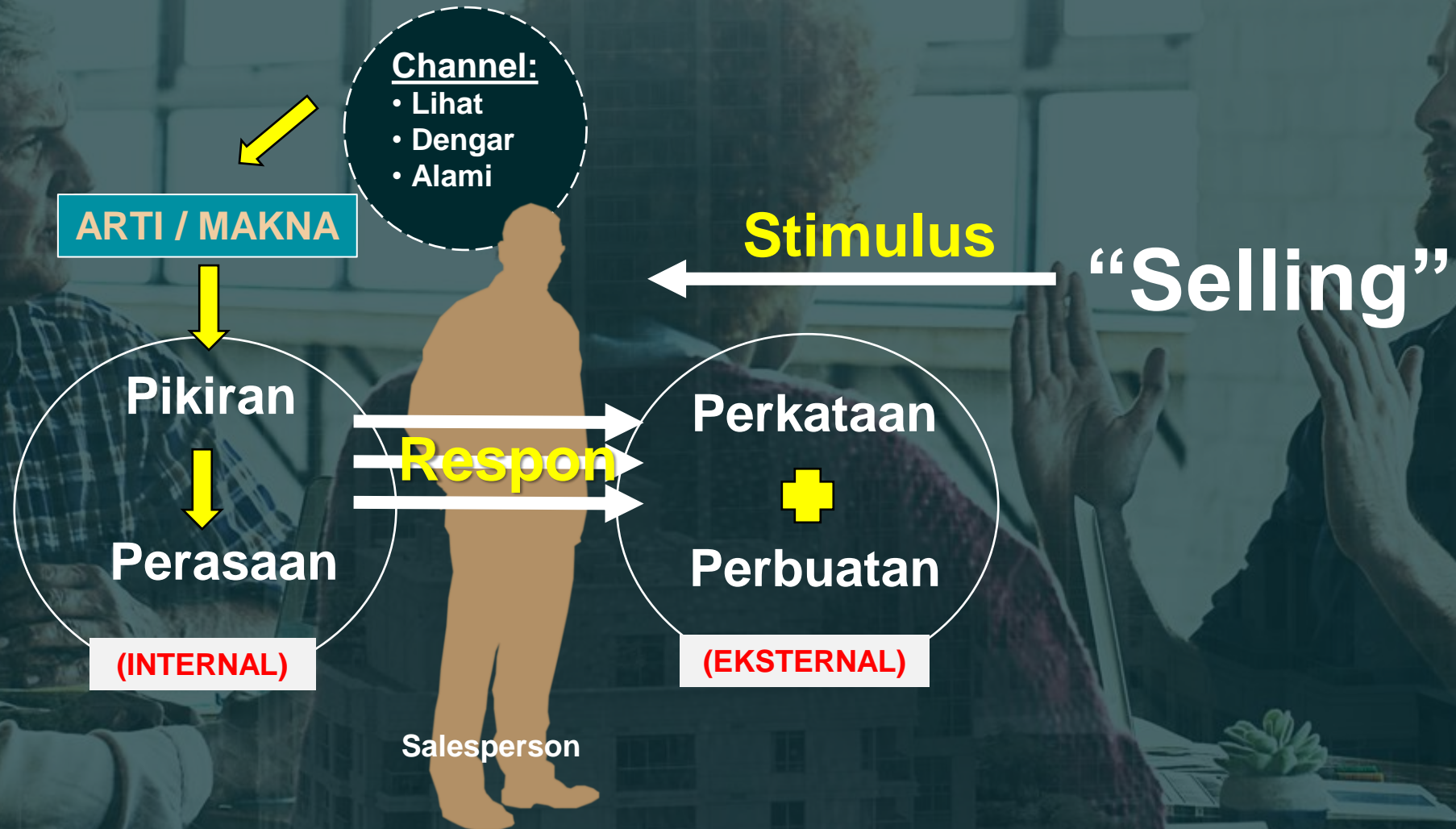
- Founder & CEO of PT. Komunika Cipta Performa
- Certified Professional Behavior & Values Analyst of TTI®
- Certified Master Practitioner Neuro Semantics® NLP
- Associate Certified Coach of ICF®
- Certified Trainer of Points of You®
- Certified Masteries Practitioner of IAC®
- Associate Certified Meta-Coach(p) of MCF®
- Certified Trainer BNSP KKNI Level 5
- Founder of Yayasan Menorah Cipta Cemerlang



Meta-Coaching Competencies

Supporting
Listening
Questioning
Meta-questioning
Giving feedback
Receiving feedback
Inducing states

Mindset of Selling



What is Selling?

Sebuah proses menolong prospek menyadari dan menemukan kebutuhannya, serta menjawab kebutuhan tersebut dengan solusi yang relevan.

Types of Salesperson

1. Traditional

2. Facilitative

The S.A.L.E Process

Set the stage

Membangun hubungan dan mengendalikan prosesnya

Analyze needs

Mengetahui kebutuhan prospek (jelas, lengkap, prioritas)

Link to solutions

Memberikan solusi relevan (fitur dan manfaat)

Establish commitment

Memastikan komitmen/menentukan langkah selanjutnya

A group of four people are seated around a table in a meeting. On the right, a man with a beard and a blue shirt is gesturing with both hands raised, palms facing forward. The other three people (a woman with glasses, an older man in a plaid shirt, and a woman with curly hair) are looking towards him. The background shows a window with a grid pattern. The entire image has a dark blue overlay.

Questions?

THANK YOU!



IG @antakirana



theantakirana@gmail.com



WA 0878 8786 6125

