



"YOU WILL TAKE YOUR SUCCESS TO ONLY DREAMED OF PROPORTIONS!"

When it comes to making sure your company is a success, The Linklater Company has a vast menu of services to meet your needs. The following is the menu we pick from to cater to your team for ultimate success!

SALES COACHING

- ***1 step to stop procrastination forever***
- Eliminate negativity about cold calling, closing, rejection, etc.
- ***Break limits you put on yourself***
- Change failing behavior patterns to winning performance
- ***Eliminate anxiety immediately***
- Set goals in your future that deliver results!

BUILD RAPPORT INSTANTLY

- Instant rapport in person, over the phone
...at anytime with anyone you choose!
- ***How to know if you've gained the right to advance a sale***
- How to create instant, powerful business relationships
- ***How to cause people to immediately like you***
- How to gain rapport if you don't have it

COMMUNICATION

- Use strategies & eye patterns to dramatically increase your closing ratio
- ***How to be a master negotiator***
- Understanding the method of persuasion
...as you elicit and then feed back your customer their own buying strategy!
- ***How to use eye patterns to know what a person is really thinking***
- Understand how the mind controls every decision, feeling, emotion and behavior
- ***Know how to use your mind to create results with yourself and others***
- *Elicit customer's values to dramatically increase your sales*
- ***Match a person's communication style to create instant rapport***
- *How to use metaphor's to resolve conflict, shape opinions, and increase sales!*
- ***Master language patterns***



PRODUCT SCRIPTING

- We design your product pitches with language patterns that are proven to work!
The results are almost unbelievable!

GOALS

- ***Learn a method of setting goals that really works***
- 11 keys to achieving your goals every time
- ***How to set goals in your future to create success***
- Align company goals with individual goals

MOTIVATION

- Unlock how to increase and maintain motivation consistently
- ***Create powerful states in yourself and others***
- Discover the unconscious force that leads you to every decision, behavior, and action in your life.
- ***Find out how to remove unconscious conflicts within yourself***

...I want to make money vs. I want to have freedom

... I want a relationship vs. the good ones are taken

- Anchor states purposefully in others and use them in influential situations
- ***Create confidence in yourself and others***
- Stop procrastination
- ***Eliminate internal conflict***
- Destroy negative habits
- ***Develop absolute congruency in every area of your life***