MOTIVATIONAL SALES SPEECH

FOR

ANDREW REINA

SAMPLE

Hello everyone… I would like to take a moment to thank all of you for being here today. There is a great opportunity here at \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and as we get to know each other, the product and the market, we will explore the technology needed to form an effective and successful team strategy. Each one of you is here because of the commitment you’ve demonstrated to your profession and most if not all of you are aware of the adrenalin rush that accompanies the closing of a deal that is mutually beneficial for all parties. Today we will work on dissecting the environment and conditions that breed success…. enthusiasm, product knowledge, teamwork and empathy. Robert Louis Stevenson said, “Everyone lives by selling something.” When we’re kids we learn how to sell our parents on getting us what we think we want…. to greater or lesser degrees of success. Before that our parents sell us on what we’ll eat, how we’ll dress, what musical instrument we will… or **WON’T** play… also to greater or lesser degrees of success (**Wait for the laugh**). Throughout our lives we’re bombarded by ads, notions, memes and thoughts all designed to sell us on an idea… whether we bite or not is our choice. Our lives that are devoted to two very simple concepts…. we’re here to learn and we’re here to buy…. or sell… so let’s get started on honing our skills…