

*It's about creating a **chain reaction** in your sales process that not only helps the business succeed, but thrive?*



Like most financial professionals, you probably believe you already have a “system” in place where new prospects are identified and closed on becoming clients. Sometimes it works. Sometimes it does not. Many times, it just seems so ominous. What if you had a system in place that was structured, effective, efficient, and most important, consistently showing the results you want? Would you find it more appealing than what you are currently doing to bring in new clients? Of course you would!

In any business, a closing ratio of 50% is considered wildly successful. How would you like to get your closing rate closer to 70, 80, or even 90% just like a multimillion-dollar advisor, without the stress of actually having to sell? Now you can with the No-Sell Sale™ System offered by Vestment Advisors, a hands-on organization helping financial service companies transform their business through trying times.

### What is the No-Sell Sale™?

The No-Sell Sale™ System is not a universal, cookie-cutter program that fits every financial advisor. Rather it is a structured business concept which, when personalized to your business, can greatly influence your bottom line by providing you with a systematic process that easily converts your prospects into clients.

Look at the No-Sell Sale™ System like a structure of hundreds of dominos. When the dominos are properly aligned, your goal is to have a chain reaction – lightly touching the first domino leads to the final domino toppling over, or closing the sale. If there is any error in the structure's design, the chain will stop and the final domino will not fall, and you will not make the sale. So, what are your company's “dominos”? Here are six of the areas we address in the No-Sell Sale™ System to help get your dominos in order.



For more information call **952-401-1045** or  
visit **[www.VestmentAdvisors.com](http://www.VestmentAdvisors.com)**





1. **Marketing strategies that provide you with a steady stream of prospects.** Learn what has and hasn't worked - for others.
2. **Creating your compelling story.** The beginning of any sales process starts with your unique message: why you are better than any other firm at solving your client's problems.
3. **Creating employee/staff buy-in and support.** Hiring the right personnel and delegating key activities is imperative to making your system work. Also covered: creating an employee incentive program that helps increase profits.
4. **A sample sales strategy.** Get an inside look at the sales strategies Vestment has created or enhanced for multimillion-dollar advisors and see how they can work for you.
5. **How to handle the first meeting.** Take a peek into a client meeting and see how the system works in the first meeting. This is where your final sale is made.
6. **Closing the sale.** Get insights on how to present your plan to get a client's buy in.

When it comes to your business, Vestment Advisors knows the proven strategies to address your sales structure, identify the structure's strengths and weaknesses, and make the necessary adjustments to increase your closure rate. We know these strategies work because of our experience, knowledge of the industry, and our proven track record of increasing the closure rates in businesses across the country.

In what way can Vestment Advisors address the No-Sell Sale™ System with your organization in several ways:

1. **Seminars and Workshops** – Vestment Advisors is a nationally recognized provider of educational presentations to some of the country's largest financial institutions. Our educational programs are designed for each client and can address your specific sales system or highlight ones that have worked for other firms.
2. **Business Consulting** – Vestment Advisors has worked hand-in-hand with financial institutions, large and small, to implement strategies that take the stress out of selling. We can create a sales system that works for you, too.
3. **Our New Book** – Vestment Advisors will be releasing our eagerly awaited book, *Building Your Multimillion Dollar Practice*

If you have goals of increasing your production and getting to the next level, the No-Sell Sale™ System may be right for you. No matter what your level and expertise is, there are things in this system that will increase your income. Call 952-401-1045 or visit [www.VestmentAdvisors.com](http://www.VestmentAdvisors.com) to learn how you can achieve your dreams.



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