

SALES

2017

BIBLE



**12 MONTH JOURNAL AND
GUIDE TO
ONE ON ONE
SALES SUCCESS**

A DESIGNED LIFE, LLC

WWW.YOURCOACHANDTRAINER.COM

Samantha Buckley Hugessen MPC, LMC



About Samantha Buckley Hugessen ... What does she know anyway?

Throughout my career I have held positions of (in no particular order); Regional Director, V.P of Sales and Operations, Director of Sales, Author (and you will find, like a lot of great sales people, I am a bit dyslexic and bad at spelling), Podium Speaker, Sales Manager, Assistant Director of Sales, Mom, Company Trainer, Head Babysitter, Chief Inspiration officer, Sales Representative, VLO in a pinch, exit girl in a pinch, room girl in a pinch, and of course... drum roll please.... Master Professional Coach.

For the last several years, I have worked with people to design and achieve their goals and dreams. (Pretty darn successfully I might add). If they are not here in Mexico where I live, then we work via Facetime, Skype, telephone or I jump on a plane. I set time aside specifically, to go to my clients, for motivational speaking engagements, group coaching and training.

So there you have it, my credibility statement!

A Designed Life Sales Bible 2017 – A journey and a journal of success

A note from the author Samantha:

Let us start with what we know, if you have a clear vision/goal, a clear and “decided for” picture in your mind and you keep that specific vision/goal always present. The subconscious mind does not know that it is not already true. So, now you have Universal energy, vibration also referred to as “frequency” working in your favor all the time, think (Laws of the Universe).

If you will do what is prescribed in this Journal, You WILL have success. This doesn't mean sometimes do the work. It means, be consistent, be disciplined and do the work. Do what others are not willing to do and have results that others don't get. YOU WILL HAVE SUCCESS.

I have trained, coached and supported hundreds and hundreds of people using these exact principles and practices and I see it surprise and amaze people E V E R Y T I M E... Providing you do the work.

This is my gift to you; all I ask is that you drop me a line and tell me all about your successes!

Best,

Samantha

Samantha Buckley Hugessen - Certified Professional Life, Sales and Leadership Coach

Powerful Routines produce Powerful results

My personal coaching and training clients know I call this doing your PIMP.. Yes, it ok, lighten up and Laugh!

P - Powerful

I – Important

M – Morning

P - Practice

Design your personal PIMP toolkit, I believe there are many “right ways of achieving the same right thing”. You decide which will work best for you. I do suggest however that you add extra pages to this workbook or get a separate journal, you will put these actions in your calendar as well as write them in on your Daily Activities Log found later in the Bible.

Gratitude

“If you are not grateful all that you already have, what makes you think you would be happier with more”? Write at least 5 things that you already have that you are grateful for. Sure way to lift your vibration. FAST.

Meditate - Absolutely essential for many people’s mental well-being and clarity. It is not a competition, meditate for 3 minutes or 3 hours, it is up to you to learn how to quiet your monkey mind and BE.

Breathing Exercises - I tie this onto the last part of my meditation to get deep, rejuvenating oxygen flow to my lungs and to my brain. B grounded to the floor with both feet if possible.

Set an Intention - “Where you place your attention, becomes your intention” your message to the Universe.

“Today, I will ask bigger and better discovery question that support me in enrolling new members”

“Today, I am fired up and energetic, people love to be around me and do business with me”

“Today I am having fun and making money being of service to my clients/customers”

Affirmations - Choose words that inspire you and accurately state your deepest heartfelt desire and purpose. Affirmations are not wishes, they are I HAVES vibrating at the you know it’s yours you can start an affirmation with ... “I am so happy and grateful that I AM , I HAVE”

Examples: My 3 favorites are from Bob Proctor, Napoleon Hill and Tony Robbins, respectively:

- I am so happy and grateful now that money is coming to me in increasing amounts on a continuous basis through multiple sources.

- By the first day of January, 19.., I will have in my possession \$100,000, which will come to me in various amounts from time to time during the interim.” In return for this money I will give the most efficient service of which I am capable, rendering the fullest

possible quantity, and the best possible quality of service in the capacity of salesman of _____ (describe the service or merchandise you will sell).

- I believe that I will have this money in my possession. My faith is so strong that I can now see this money before my eyes. I can touch it with my hands. It is now awaiting transfer to me at the time, and in the proportion, that I deliver the service I intend to render in return for it.

- I am here to help people have better lives, connections and experiences, I am truly successful as I make a great living doing it

- Money flows to me from expected and unexpected sources

- God's wealth is circulating in my life. His wealth flows to me in avalanches of abundance. Every need, desire and goal I have, is met instantaneously by infinite intelligence; for I am one with God, and God is everything.

Authors note: GOD is whatever you feel is, the power greater than you.

G=Grand

O=Overall

D=Designer

Whatever resonates with you personally and gives you a charge and faith.

Spend time Visualizing

Creative visualization is a necessary part of your affirmation routine. Your mind does not think in verbal propositions. It thinks in images. When you think about a tree, do you see T R E E spelled out? Or do you see a tall plant green and blowing in the wind? That's creative visualization. Is it real? Visualizing is simply using a natural function of your mind to your own advantage. Thinking in bright, clear moving pictures of what you want to achieve will help to move your subconscious mind into action much quicker. Modern researchers contend that the human nervous system can't tell the difference.

Journal - Ink it not just Think it

Decide to journal, write your thoughts, your dreams, your goals, your learning points (easy lessons and the harder to swallow ones) and make time to review it at minimum every 3 months (every quarter) I would love you to review monthly. But are you really that disciplined? Decide on your review date and put it on your calendar with an alert. You want extraordinary results? Have extraordinary beliefs and practice extraordinary actions.

Design your life VISION

Through my work with the LIFE MASTERY INSTITUTE we focus and 4 key areas. What will you do, or do differently this year, to enjoy all of the success you deserve? In the 4 areas below, state your plan.

Remember: I AM, I HAVE”

WORK: _____

RELATIONSHIPS: _____

TIME and MONEY

FREEDOM: _____

HEALTH: _____

Your Personal Development

Coaching and training with Samantha. I personally work with a limited number of people across the globe each year; we connect in person, via Skype or telephone. For more information, application and fee's, visit www.yourcoachandtrainer.com and click on Personal Coaching. <http://www.yourcoachandtrainer.com/personal-coaching/>

DreamBuilder online course. You can attend this course LIVE with me online for 12 weeks.

- The complete system for gaining clarity on your dream and the next steps you can take so that you can experience a greater flow of abundance in your life
- 12 LIVE group coaching calls A where you will get the support, motivation, and the answers to your most burning dream building questions
- The PROVEN DreamBuilder Program complete with 16 CDs, guidebook, to help stay connected to your highest potential and accelerate your results
- More joy, self-worth and confidence in your life as you master the spiritual side of success in every way (from finances to health and relationships)

Other options: I work with many of the top trainers, producers and coaches in the industry, if we are not a fit, I will happily introduce you to them.

Reading List

The Science of Getting Rich – Wallace Wattles

Think and Grow rich – Napoleon Hill

The 10 X Rule – Grant Cardone The Closers – Ben Gay III The Go Giver – Bob Burg

The Greatest Salesman in the world – Og Mandino

The Charge – Brendon Burchard

The 21 Irrefutable Laws of Leadership – John Maxwell

Reaching the top – Zig Ziglar

Spin Selling - Neil Rackham

The Keys to My Success in 2017

Daily habits – Actions I will consistently take to start off my day at my personal best and stay in alignment with my goals. (Visualization, meditating, reading, coaching, courses, eat a healthy breakfast, exercise, etc...) We will review these quarterly.

1. _____

2. _____

3. _____

“Successful people have habits, unsuccessful people do not”

2017

January

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

February

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28				

March

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

April

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

May

Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

June

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

July

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

August

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

September

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

October

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

November

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

December

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Annual SalesTracking

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$250.000												
\$200.000												
\$170.000												
\$150.000												
\$130.000												
\$129,995.00				\$ 14,995.00								
\$100.000												
\$90.000												
\$80.000												
\$70.000												
\$60.000												
\$50.000												
\$40.000												
\$30.000												
\$20.000												
\$10.000												
Goal	Example											

Fill in the area provided to track sales volume as well if you have written a pender you can fill it in on the month it is to come due.

Actual written good businesses today

Pender to come good

January

Enera

Janvier

GOALS and ACTUALS for the month of: _____

Goals

- Estimated days of work this month: _____
- Estimated # of sales opportunities per day: _____
- Estimated total of opportunities this Month: _____
- My goal of conversion or closing %: _____
- Goal of total sales this month: _____
- My goal of Average price per sale: \$ _____
- Total Volume/Revenue \$ _____
- My estimated VPG/Efficiency \$ _____
- MY GROSS INCOME WILL BE \$ _____

I will achieve these goals, because I am a professional, I know when I take consistent action in the direction of my goals I succeed. Actions I will take are: (Reading, coaching, training, courses, mentoring...)

Actual Outcome

- Actual days worked this month: _____
- Actual # of sales opportunities I had: _____
- Actual Closing % - Conversion rate: _____
- Actual # of Sales this month: _____
- Actual Price per sale: _____
- Actual Volume/Revenue: \$ _____
- Actual VPG/Efficiency \$ _____
- My ACTUAL GROSS INCOME \$ _____

What are you key learning points from this past month? _____

What will you do to achieve you goals for next month? _____

Formula for goals:

Take the number of days working, multiply them by # of opportunities.

Multiply that total # of opportunities by your goal closing % to get you goal of sales.

Multiply your goal of sales to your goal of average sales price.

Take that total and divide how many opportunities it took to get that total volume/revenue and that is your VPG/efficiency

(Example) I will work 28 days this month and I will have 1 sales opportunity per day. = 28 opportunities this month

My closing % goal is 30%. 28 days of work x 1 opportunity per day = 28 opportunity's x 30% close = 8 sales

My goal of average sale price per opportunity is \$24, 500 multiplied by 8 sales = \$196,000 Total Volume/Revenue.

\$196,000 divided by # of opportunities which was 28 = VPG/Efficiency of \$7,000. Gross ncome is determined by your commission.

If you need help go to www.yourcoachandtrainer and scroll until you see Sales Bible training.

Daily Achievements of the month of _____

Actions	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
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Under ACTION write what you will do
Under the #'s (Days of the month) check or highlight when you achieve it

Tours By Date

Todays Date	Name of tour	Closer (s)	Outcome
Example	Terry & Mary Smith / Donna and Bob Camp	Richard / Self	No Sale / Sale
1st			
2nd			
3rd			
4th			
5th			
6th			
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27th			
28th			
29th			
30th			
31st			

You are a living magnet. What you attract into your life is in harmony with your dominant thoughts - Brian Tracy

NOTES: Use these notes pages for trainings, inspirations, morning meetings, daily goals, spiffs and so on.

There is an answer to every question and solution to every problem, but people don't realize the answers are not in the same frequency as the questions, you must up your vibration.

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Where you place your attention, becomes your intention. Where are your thoughts today?

February

Febbrero

Février

GOALS and ACTUALS for the month of: _____

Goals

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31st			

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Count your blessings. Once you realize how valuable you are and how much you have going for you, the smiles return, the sun will break out, the music will play and you will finally be able to move forward in the life waiting for you, with grace, strength, courage and confidence.
Og Mandino

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Your "WHY TO" must be bigger than your "WHY NOT TO"... What is your "WHY"?
Samantha Buckley Hugessen

March

Marzo

Mars

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31st			

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April

Abril

Avril

Quarterly Review (check in)

What is my Performance year to date?

Revenue	\$ _____
Projecting Revenue:	\$ _____
Closing %	_____
Average sale price	\$ _____
VPG/Efficiency	\$ _____

What I am doing
well: _____

Where will I
improve: _____

What actions will I take to meet or exceed my
goals: _____

Signed: _____

Commitment Date: _____

GOALS and ACTUALS for the month of: _____

Goals

- Estimated days of work this month: _____
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- Estimated total of opportunities this Month: _____
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- Goal of total sales this month: _____
- My goal of Average price per sale: \$ _____
- Total Volume/Revenue \$ _____
- My estimated VPG/Efficiency \$ _____
- MY GROSS INCOME WILL BE \$ _____

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Actual Outcome

- Actual days worked this month: _____
- Actual # of sales opportunities I had: _____
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- Actual # of Sales this month: _____
- Actual Price per sale: _____
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- Actual VPG/Efficiency \$ _____
- My ACTUAL GROSS INCOME \$ _____

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There is an answer to every question and solution to every problem, but people don't realize the answers are not in the same frequency as the questions, you must up your vibration.

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Where you place your attention, becomes your intention. Where are your thoughts today?

May

Mayo

Mai

GOALS and ACTUALS for the month of: _____

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June

Junio

Jun

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July

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The quality of the answers you receive are directly proportionate of the quality of the questions you ask. If you ask lame or lazy questions, you will get lame and lazy answers.

September

Septiembre

Septembre

GOALS and ACTUALS for the month of: _____

Goals

- Estimated days of work this month: _____
- Estimated # of sales opportunities per day: _____
- Estimated total of opportunities this Month: _____
- My goal of conversion or closing %: _____
- Goal of total sales this month: _____
- My goal of Average price per sale: \$ _____
- Total Volume/Revenue \$ _____
- My estimated VPG/Efficiency \$ _____
- MY GROSS INCOME WILL BE \$ _____

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Actual Outcome

- Actual days worked this month: _____
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Your "WHY TO" must be bigger than your "WHY NOT TO"... What is your "WHY"?
Samantha Buckley Hugessen

October

Octubre

Octobre

Quarterly Review (check in)

What is my Performance year to date?

Revenue \$ _____
Projecting Revenue: \$ _____
Closing % _____
Average sale price \$ _____
VPG/Efficiency \$ _____

What I am doing
well: _____

Where will I
improve: _____

What actions will I take to meet or exceed my
goals: _____

Signed: _____

Commitment Date: _____

GOALS and ACTUALS for the month of: _____

Goals

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November

Noviembre

Novembre

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December

Diciembre

Décembre

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