

# Sales **Secrets** of a Five-Year-Old



*Because nobody  
has a better  
close ratio!*

**Mikeal R. Morgan**  
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Mikeal Morgan is a dynamic and captivating Motivational Speaker, Author and Trainer.

Speaking or writing, Mikeal articulates meaningful messages that enlighten audiences as he inspires them to take positive action in their lives.

Facing tough challenges, numerous setbacks and multiple failures, Mikeal forges ahead on his lifelong quest for knowledge, inspiration, and additional keys to unlock even greater human potential.

For over two decades, Mikeal has set records both in sales and leadership in multiple industries and knows what it takes to win.

Husband and father of five, Mikeal is the President of Phoenix Training Innovations, Best-selling author of three books, and believes that everyone is capable of rising to success, even from the ashes of defeat.



If you want to take your sales to the next level; why not learn from someone with the best close ratio in town... A five-year-old! Sales Secrets of a Five-Year-Old is a simple and fun approach to examining, refining and teaching you a system for sales excellence based on the sales traits you were born with.

Don't let the name fool into thinking this isn't a serious sales program. Sales Secrets of a Five-Year-Old works because people relate and connect with the material in a deep and meaningful way and can put what they've learned into action right away.

***Being a Sales Professional is the most profitable profession in the world... But, without the right attitude, inspiration and training, it is also the least profitable.***

## **Sales Secrets of a Five-Year-Old is:**

**Simple** and easy to understand and implement. Don't waste money on a program so complex that no one uses.

**Customizable** to fit your industry, company, specific needs, challenges and your overall expectations and goals.

**A fun and exciting program** that transfers the knowledge, skills and inspiration required to increase productivity, performance and profitability.

**Results oriented** because it impacts an individual's behavior and addresses the root cause of actions/events that impede or negatively impact long-term performance and success.

**An investment**, with an increase in overall productivity and profitability of organizations just like yours, the program pays for itself and then some.

## **How you will benefit:**

- Successfully close more sales
- Establish lasting business partnerships within client organizations
- Face fewer prospect/customer objections, getting sales closed faster than your competition
- Shorten sales cycles -Learn to sell smarter
- Give fewer concessions - learn to sell value and negotiate like a pro
- Present compelling presentations that win more sales
- Increase personal and company profitability
- Sell "deeper and wider" in existing accounts