

# Eran Hafner STATE of MIND Academy

NLP Master Trainer
Sales Coach
Motivational Speaker

Eran is a highly-rated motivational speaker with 20+ years of experience as an NLP Master Trainer and powerful sales coach. When Eran presents to sales teams, the results are witnessed immediately and the excitement is felt throughout the entire organization.

#### SIGNATURE LECTURES

- √ The 5 Steps Sales Process
- The Secrets to Unlock Effective Body Language
- √ The Art of Asking Questions
- ✓ Goals & Motivation: Your Way to Success
- ✓ Why A Good Idea Is A Good Idea
- √ 4 Pillars of A Sales Presentation

See website for full list of options

10<sup>+</sup> Unique Lectures

20+ Years of Experience 100+

Online Reviews

1000+

**Happy Clients** 

## **State of Mind Academy**

#### **SIGNATURE LECTURES\***

#### **5 Step Sales Process**

The 5 steps and 5 emotions someone goes through in a sales meeting to become your client.

Discover the structure of the sales meeting and take at least 3 upgrades to your current selling system. Imagine what a difference it will make to your revenue.

#### **Art of Asking Questions**

Did you ever wonder, why a good idea is a good idea?

Asking quality questions not only will let you control the conversation, but it will also allow you to find the juicy points that are important to your client, which will lead to higher closing ratio.

#### **4 Pillar Sales Presentation**

Discover the 4MAT of a persuasive presentation.

The WHY

The WHAT

The HOW

The Q&A and WHAT IF

The CALL TO ACTION

#### **Effective Body Language**

Research shows that communication is 93% nonverbal.

Discover the secrets of master communicators and sales professionals! Start utilizing your body language and tone as you sell your product.

#### **Goals & Motivation**

Goals and motivation are a key element in someone's success,

Discover the smart goal system that will allow you to create an action plan and ignite the motivation within you. Then you only need tenacity to get where you want to be.

#### A Good Idea is a Good Idea

Did you ever wonder why a good idea is a good idea?

If you see value in having your offer feel like a good idea to your prospect, you must start using values.

Discover how to find your prospect's values and your sales will skyrocket.

#### \*FULL LIST OF SIGNATURE LECTURES, UPON REQUEST

## RESERVE YOUR DATES TODAY

424-999-0919







#### CLIENT FEEDBACK



#### tomer adar

4 reviews

★★★★★ 2 months ago

Working with Eran is an absolute pleasure!

He has done a lot for my sales team and organization in general. Our numbers went up across the board. I highly recommend him to anyone.



#### **DuraBuilt Construction**

1 review · 4 photos

★★★★ a day ago

We had a fantastic meeting with Coach Eran. He helped us take an honest look at our business and identify areas where we could improve. What's more, he did all of this in an easy and fun way, which made the experience truly enjoyable. We learned tools and techniques that will help our business skyrocket. Overall, we would highly recommend Coach Eran to anyone looking to take their business to the next



#### Monique VanWinkle

18 reviews · 1 photo

★★★★★ a year ago

I'm an office manager at a construction. Our sales have almost tripled in the time we've been using this service. The sales team is more motivated and passionate and it shows in the constant sales coming through the office.

I highly recommend!



#### Eliezer Foster

4 reviews

★★★★★ a year ago

I can't say enough great things about eran, from him teaching me basic sale techniques and methods to helping me understand different approaches to connecting and understanding people, eran has an ability to explain things in a manner that is simple to follow and practice, I've seen major improvements in my goals due to the sessions with him, I would definitely recommend to anybody who is looking to achieve his goals or just wants to communicate and get a better understanding of himself and his priorities. Thank you eran!



#### Please feel free to reach out with any questions.

## LET'S TALK! WHAT DO YOU HAVE TO LOSE?



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:



www.usenlp.com



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### Master Persuasion Skills \$6,900

## Master The Sales Process \$5,500

## Signature Lecture \$1,250

Intro: How to Use NLP in Business (75 min strategy lecture)	<b>V</b>	Ø
Secrets of Effective Body Language (45 min lecture)	 <b>O</b>	Ø
The Art of Asking Questions (45 min lecture)	 <b>O</b>	Ø
The 5 Steps Sales Process (45 min lecture)	 <b>O</b>	Ø
Closing a Deal (45 min lecture)	 <b>O</b>	Ø
Handling Objections (45 min lecture)	 <b>V</b>	<b>V</b>
Values & Emotions in Sales (45 min lecture)	 _	Ø
The 4MAT of Effective Presentations (45 min lecture)	 _	Ø
Smart goals &Action Plans (45 min lecture)	 _	Ø