



This week I want to make you an offer.

Having customers on my database gives me the chance to add some value and give you the opportunity to take advantage of a few of my offers that others don't get.

Different stages of the buying cycle

Offers pave the way to a sale, and you must be making these all the time.

Every one of our clients might be at a different stage in the buying cycle.

Right now, the buying cycles are being affected by the uncertainty of COVID-19.

In this week's blog I want to offer you something that only those on my database will get:

1. Full access to my book '*Selling is not optional - how to master the most important skill in business and life*', and several mini workshops to go with it.

I have priced it at just **\$5.95**.

[Click this link to get it.](#)

As a thank you I have also added in my full version of the '*7 Day Challenge*' audiobook.

2. I have two mini workshops on '*Presenting your story in 60 seconds*' and a great workshop on how to get out of the price war.
3. Finally, a FREE 45-minute call to discuss anything that you might be having a challenge with, in your business, media company, or as a salesperson.

So, why not do what other successful clients I work with do - educate and build your knowledge.

Thanks for the great support.

Mike

PLUS, whenever you are ready...here are four ways I can help you grow YOUR business.

1. Join my free Facebook group - Sales Mindset Inner Circle

My favourite thing to do is show you what's working right now. It's not as good as being a client, but it's close.

2. Take advantage of a FREE 45-minute consultation

Need some sales support? [Make an appointment](#), and let me take you through the past, present, and future template.

3. Work with me one-on-one

If you are wanting to take your product or service from face-to-face to virtual selling, then I have a product that may be able to help you. You can get started for as little as \$250 a month. If you're interested then email mike@mikebrunel.com and put '**Virtual Selling**' in the subject line...tell me a little about your business and I'll get you all the details.

4. Finally, grab my *new* digital book on ‘How to get a predictable sales system into your business without coming across as salesy’

Click the link: <https://www.salesblueprintbook.com/book>

Cheers

Mike



Mike Brunel started mikebrunel.com after being a successful entrepreneur and founder of NRS Media. He co-founded NRS Media in Wellington, New Zealand, expanded it into a global powerhouse in media sales and training, and was eventually responsible for opening offices in London, Atlanta, Toronto, Sydney, Capetown, and Bogota. He has hired hundreds of salespeople around the world.