



## *Extreme Diva Sales Consultant Training*

### **Sales Training Part 2**

#### **Key #2**

**Your Philosophy:** Your philosophy takes into consideration what motivates your customer. For you to improve the quality of their lives, they need something that motivates them. Products are not enough. Products help the customer apply the philosophy to their lives but they do not necessarily motivate them. Your philosophy of practical selfishness shows the customer that you really do want to help her improve the quality of her life.

Who they are

What they want

How your products figure into that.

**Trait #2**

**Positive Attitude:** A Diva Consultant maintains a positive attitude regardless of what is happening in her life. She knows her attitude attracts women and when she attracts women, she is able to share the Extreme Diva philosophy.

Energetic

Encouraging

Empowering