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BOOK A CALL WITH JOE

www.BookACallWithJoe.com



JOE PALLO

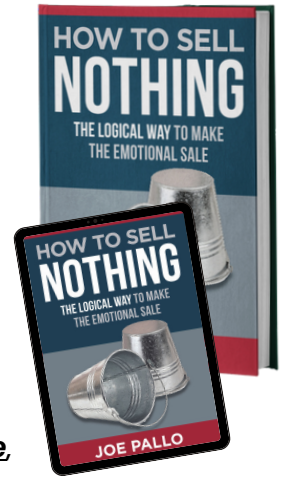
SALES COACH & GAME-CHANGING TRAINER TO TOP PRODUCERS WHO WANT TO DOUBLE OR TRIPLE THEIR RESULTS BY MAKING EMOTIONAL CONNECTIONS WITH BIG BUYERS THAT TRANSCEND LOGIC

“THE TWO MOST POWERFUL WORDS IN SALES ARE ‘WHAT ELSE?’ THEY ARE ALSO THE MOST UNDERUSED.”

Having sold millions of dollars in sales in industries including financial services, technology, and agriculture, Sales Coach and game-changing Trainer to Top Producers Joe Pallo has learned one universal truth that has been the key to success: **Making an emotional connection matters more than any sale made with logic.**

Drawing from 35+ years of commission sales, Joe Pallo is a top sales producer who first earned his hard knocks and big rewards with door-to-door selling. He’s a powerful storyteller quoted on Forbes.com and beyond who coaches, teaches, and trains by powerful and memorable example. He’s the first to say that whether you are selling chicken sh*t, financial services or high technology, the same core principles apply.

Joe is an Amazon bestselling author of ***How to Sell Nothing: The Logical Way To Make The Emotional Sale***, the salesperson’s guide to what really happens during a sale. He is a master in the art of emotional sales, referrals and the creator of the E.A.R.N.I.N.G™ Sales System and Silver Bullet Method.



SUGGESTED INTERVIEW QUESTIONS TO GUIDE A POWER PACKED CONVERSATION

- After 30,000 sales calls over 35+ years and millions of dollars in sales booked, what is the single most important lesson you’ve learned so far that can change the game for aspiring top producers today?
- What is the biggest mistake aspiring top producers make that costs them the sale and what should they do instead?
- Tell us about your E.A.R.N.I.N.G Sales System so top producers who are listening can use it.



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HOT TOPICS PRACTICAL & INSPIRING

5 SALES CALL MISTAKES THAT SABOTAGE YOUR RESULTS

How do you avoid the, "Call me next quarter" question?

What is the biggest mistake business owners make when on sales calls that leaves money on the table?

How does talking too much on a sales call "kill" the sale?

What are the logical and emotional buckets and how do they affect sales?

An easy to follow strategy that will get you ahead of the competition.

WWW.CONVERTSALESFASTER.COM (A free gift)

4 UNCONVENTIONAL TACTICS TO LAND HOT REFERRALS WITHOUT BEING A JERK

Why are we passive about referrals and end up leaving money on the table?

How do you get referrals to call you back?

Why is it hard to get referrals when we ask - What are we doing wrong?

Is there a right way to ask without looking like a jerk or sounding wimpy?

What are Silver Bullets and how do they help you get referrals?

Tried and true methods from over 35+ years of experience and over 30k sales calls.

WWW.SILVERBULLETFERRALS.COM (A free gift)

HOW 'SELLING NOTHING' CAN BE YOUR ULTIMATE SALES ADVANTAGE

Until you are ok with Selling Nothing, you won't sell anything - Can you expand on that?

What are dig-in questions and how do they fill the emotional bucket?

How do you get the prospect to share what they want and why they want it?

What is your E.A.R.N.I.N.G™ Sales System and where does this fit in?

A game-changing recipe for success.

WWW.CONVERTSALESFASTER.COM (A free gift)

