



Energy & Enthusiasm: Unleash Your Inner Hustler

Captivate, Connect, and
Conquer the Sale

411 **Locals**
Business Services

Energy is Contagious: Ignite Your Sales Power

- Enthusiasm is infectious. It draws people in and makes them want to listen.
- Energy builds momentum, overcomes objections, and closes deals.
- A high-energy "Hustler" commands attention and inspires action.





Find Your Voice: Project Confidence and Power

- Vocal Warm-ups: Prepare your voice like an athlete warms up their muscles. It ensures clear and confident delivery.
- Tonality & Inflection: Use a varied tone – think excitement, empathy, authority – to keep the listener engaged. Inflection emphasizes key points and conveys emotion.
- Projection & Pace: Project your voice clearly and confidently, ensuring you're heard even in a virtual setting. Vary your pace – speed up for exciting parts, slow down for emphasis – to maintain interest.

"Hustler Tip": Practice vocal exercises regularly to strengthen your voice and improve your delivery. A strong voice is a "Hustler" weapon!

Warm-Up Your Vocal Cords

Tongue Twisters:

☐ Easy:

- Red leather, yellow leather.
- She sells seashells by the seashore.
- How much wood would a woodchuck chuck if a woodchuck could chuck wood?

☐ Medium:

- Unique New York, unique New York, unique New York.
- Betty bought butter but the butter's bitter. If I put it in my batter, it will make my batter bitter.
- The sixth sick sheik's sixth sheep's sick.

☐ Hardcore Hustler Level:

- Pad kid poured curd pulled cod.
- A big black bug bit a big black bear, made the big black bear bleed blood.
- Sixty-six sick chicks sell sixty-six slick sticks.

- **Deep Breathing:** Take slow, deep breaths to relax your vocal cords and improve projection.
- **Hydration is Key:** Drink plenty of water throughout the day to keep your vocal cords lubricated.
- **Warm-up Before Every Call:** Even a few minutes of vocal warm-ups can make a big difference in your delivery.
- **Record Yourself:** Practice your pitch and record yourself to identify areas for improvement in tone, pace, and clarity.
- **Smile While You Talk:** Even on the phone, smiling can improve your tone and project a positive attitude.
- **Project Confidence:** Speak clearly and confidently, even if you're nervous. Fake it 'til you make it!





Own the Room (Even Virtually!): Projecting

- Power Posing: Adopt confident postures before calls to boost your mindset and project authority. Even if they can't see you, you will feel the difference.
- Posture & Eye Contact: Sit or stand tall, maintaining good posture. Make virtual "eye contact" by looking directly into the camera. This shows engagement and builds trust.
- Hand Gestures & Facial Expressions: Use natural hand gestures and facial expressions to emphasize your points and convey enthusiasm. Let your passion shine through!

"Hustler Tip": Your body language speaks volumes. Project confidence, even when you don't feel it – fake it 'til you make it!

Silent but Powerful: Nonverbal Communication

- **Smiling:** A genuine smile conveys warmth, approachability, and builds connection.
- **Nodding:** Nodding shows agreement, understanding, and encourages the client to keep talking.
- **Mirroring:** Subtly mirroring the client's body language (tone, pace, some gestures) can build rapport and create unconscious connection.



SMILING



NODDING



MIRRORING



Teamwork Makes the Dream Work: "Hustler Rally" Time!

- You'll be divided into teams.
- Your mission: create a short, high-energy chant or cheer that incorporates key sales messages about the OPP and motivational phrases for your fellow Hustlers.
- Unleash your creativity, team spirit, and "Hustler" pride!

Unleash Your Inner Hustler: Project Confidence & Energy!

- Energy and enthusiasm are contagious – infect your clients with your passion!
- Your voice and body language are powerful tools – use them strategically.
- Practice and preparation build confidence – own your “Hustler” skills.

"Hustler Tip": Bring your energy and passion to every interaction, and watch your sales soar!





Ask Me Anything: Q&A

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