

Overview of Topics

John James Santangelo, with his infectious spirit, sense of purpose and ability to entertain while teaching will offer all seminar participants an exciting and enriching learning experience. John founded *Maximum Success Empowerment Seminars*, a professional coaching and self-development company dedicated to teaching people how to unleash their awesome natural ability and maximize their potential. He's one of America's top speakers because he teaches audiences not only the "what to do" but the "how to do it," enabling them to take control and achieve extraordinary results!

"Seductive Selling Secrets"

Studies have shown us that over 80% of products and services sold are so *because* of the relationship created, NOT the product or service. Great sales people are flexible and change their presentation style to match the needs of prospects. Selling is not just the ability to positively influence others; it's also to assist them in reaching what they *emotionally desire* - "*People buy emotionally and then justify their decision logically!*" With this presentation, participants will quickly learn the how to create rapport, build trust, and *how* their client's want to be sold by recognizing *the client's* buying strategies. Our Five Step Selling Process is effective and simple to incorporate into your present successful style. Imagine learning *how* your clients want to buy... from YOU? And then have them *ask* for your product!

"The Secret to Manifesting Abundance"

If you KNEW how powerful your thoughts are, you'd choose them more wisely! The mindset of all successful high-achieving individuals is a "prosperity consciousness," a belief about themselves, their capabilities and the ability to take action daily towards their goals. Success is simply defined as a *clarity of purpose* and, most importantly, *learning to get out of your own way!* Learn our *Four Step Success Strategy*. 1. Outcome 2. Action 3. Awareness 4. Flexibility. Discover how this fun and simple presentation can produce massive abundance just by implementing them into your daily routine.

"How To Communicate And Influence Anyone..." (most requested topic)

The single most important skill we'll learn during our lifetime is the art *and* science of communication! It affects everything from influencing others to how we manage our relationships, friends & family's, and our careers. We normally learn how through trial & error, but do we really learn? Through our easy to implement NLP techniques and exercises, you will learn *how to* use your language effectively, build instant rapport and the ability to influence others to see your perspective. How you communicate and perceive your world determines the decisions we make, thus influencing the direction and outcome of our goals. Your ability to communicate and comprehend yourself and others allows you to achieve so much more!

List Of John's Captivated Clients:

Multiple-Sclerosis Society, Mary Kay, The Learning Annex
RE/MAX Realtors, Well Point, Xerox, NACE, Century 21,
HSMIAI - Affordable Meetings, The Teamsters Union...
and post 9/11, the US Army Counter-Intelligence Team.

Telephone/Fax (818) 879-2000
(888) NLP-COACH
Email: John@JohnSantangelo.com
www.JohnSantangelo.com

5699 Kanan Road, Suite 188
Agoura Hills, CA 91301 USA



MAXIMUM SUCCESS
EMPOWERMENT SEMINARS