



## Tradies

Welcome

Philosophy

Trusted advisor  
(3 videos)

Exploration

Rapport

Sold

Upsell

Language

Qualify

Timing

Perception

Relationship

Notes

Turns them on

Proposal

High price

Competition

Educate

Trip ups

Do what others will  
not do

Call out fee

Tenders

Price matching

Getting go ahead

Wrap up

### MEMBERSHIP DETAILS

- 25+ videos
- 12 week membership