



## Sales Tools for Affiliates Updated 2/9/2016

The below tools have been developed over the last several years and are constantly evolving....

- 1) Our website <http://personal-longevity.com> is a sales tool. Please read the pages and Tab Sections for:

- Training Focus
- Products
- Prices
- Affiliate Sales

When you open the Training Focus page please read the "10 Principles of Personal Longevity" card. These principles are the basis for all of our training programs.

- 2) The email list on the homepage sends signups four videos on Longevity Coaching. This can also be a useful sales tool. You should signup for the list to see the videos and decide how you want to use them.

Here is a link to one of the Four Videos Signup Pages:

<http://personal-longevity.com/coaching-videos-signup>

- 3) There is another email signup on the Workshops page which provides two videos on the Workshops too. You should signup for this one too. Here is the page:

<http://personal-longevity.com/longevity-experience>

This workshop page is also a good sales tool.

- 4) The Affiliate Sales Tools page of the website. (On the drop down from Affiliate Sales) Lots of sales information, videos, and more on this page.

- 5) The three very useful brochures—on Coaching, Workshops, and Longevity Profits. These brochures can be sent you in a Word version so you can customize them with your own contact information.

Here are links to the Word Versions which you can customize with your own contact information:

[Longevity Profits](#)

[Longevity Packaged Workshops](#)

[Longevity Coaching](#)

- 6) Our Longevity Webinars are on the <http://meetup.com/longevity> site. Most of these one hour Webinars are free. Two recurring Topics are Longevity Coaching and Packaged Longevity Workshops. These can be great informational tools for interested Sales Prospects
- 7) I'm also happy to set three way meetings with the sales rep and prospects to help close the sales. You can setup thru my appointment setting tool on the right side of the website homepage
- 8) I have a sales process doc written mainly for Longevity Coaching sales but it should have some useful information on the sales process for Workshops too.
- 9) The Affiliate Sales System provides customized purchase links you can put on your website. When customers order our products from your website the commissions are automatically split out and you are credited with the order. This reduces the need for sales lead and prospect tracking. We will help you setup your webpage.

The Affiliate Signup Link is here:

<http://personal-longevity.postaffiliatepro.com/affiliates/signup.php#SignupForm>

- 10) The same affiliate system provides all sorts of banners and other links you can use in online marketing programs.
- 11) Discount Codes--I can generate discount codes--usually 5% to give to clients to generate a sense of urgency and help to close sales. Once you are an affiliate we can discuss what discount codes you need to close sales.
- 12) The Free version of my book "The 10 Principles of Personal Longevity (2015 Revision)". I can send you a copy to use as a freebie with your sales prospects See information page on <http://mkettingtonbooks.com/10principles.html>

13) There are various other books on longevity and coaching that I've written over the years which can be used as sales incentives. This includes some free versions. Please take a look at the Longevity Books page on our website to see if you might want to use any of these to help close sales:

<http://personal-longevity.com/longevity-books>

14) Seminar Presentations--Holding One or Two Hour evening Seminars is a great way to generate sales prospects and close sales. Here are two Seminar Presentations in Powerpoint--one on Longevity Coaching and One on Packaged Workshops--they can be comined together to do one overall workshop (There are lots of additional details to do a successful sales seminar which I'm happy to discuss)

[Longevity Coaching Seminar Slides](#)

[Packaged Longevity Workshop Seminar Slides](#)

[The Longevity Profits Webinar](#)

Feel free to contact me if you have any questions or want some other sales tools or support no discussed here.

All the Best,

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