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~~Client says,~~

~~\ "Let Me Think~~

~~About it. \ " and~~

~~You say, \ "... \ "~~

~~25 Psychological~~

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~~Really Do WORK 9~~

~~Really Easy~~

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techniques that
you can use
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make more sales,
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well-regarded
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legendary sales
professional
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shares ideas,
methods,
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us that your prospects will
1) no longer feel the need to shop around since you're already giving them multiple choices, 2) see great value in the basic and middle options in the context of the three-

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option setup,
and 3)
potentially go
with the high,
premium option
because they
simply want the
best, and your
proposal has
built up the
value in a
compelling way.

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psychology of selling, then the words are going to fall flat if they're not used in the right context. If you put the components of a sales letter in the wrong order, sales will tank. If you're not pushing the

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psychological
triggers at
precisely the
right time, the
conversion rate
could be pretty
low.

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