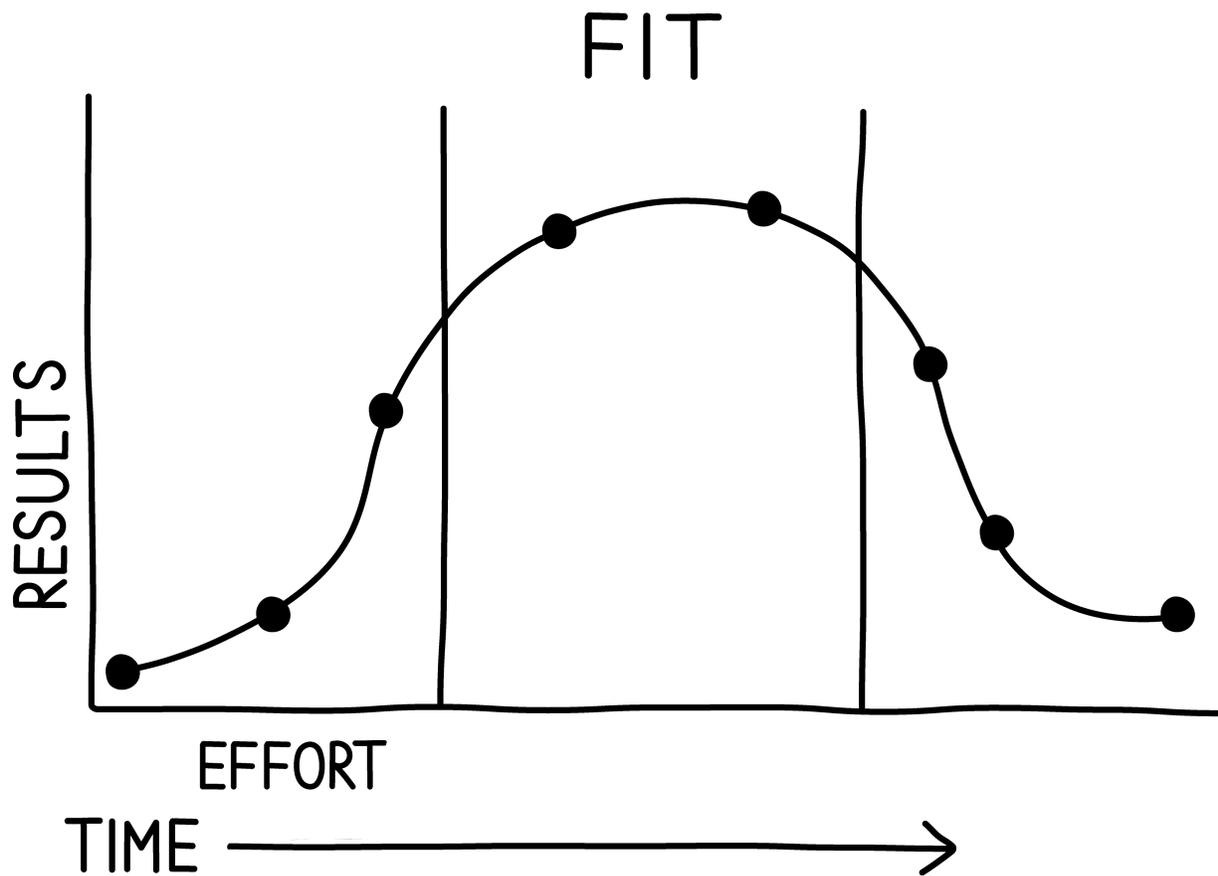
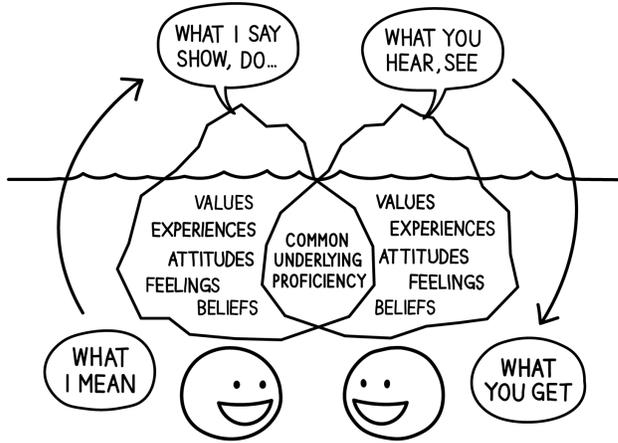


# Selling Like a Human: How to Effortlessly Increase the Size and Velocity of New Opportunities



Created and Presented by  
Greg Chambers – Chambers Pivot Industries, LLC

ICEBERG EFFECT



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“The great enemy of communication, we find, is the illusion of it.” William H. Whyte

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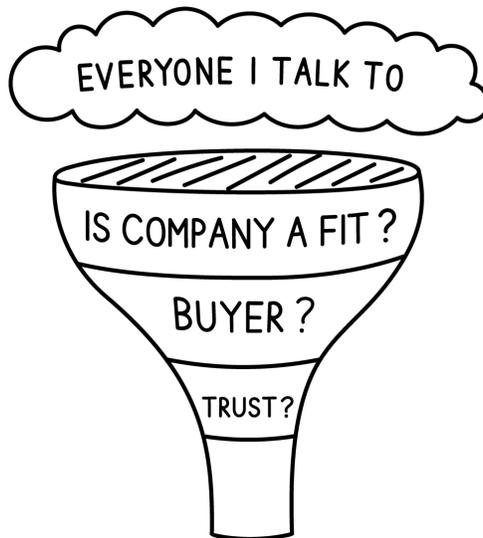
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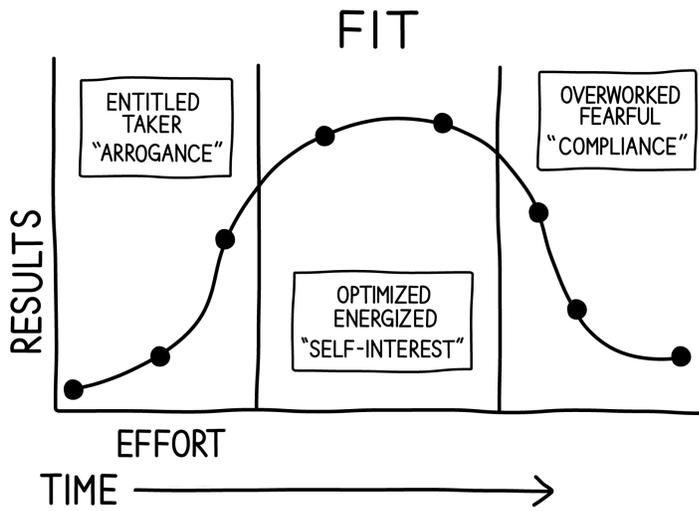
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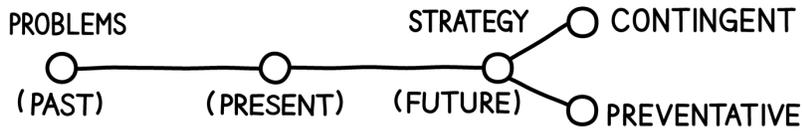
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	COMPLEX RESULT		CONSISTENCY	EXPERTISE
SKILL 1				☆---→
SKILL 2	☆---→			
SKILL 3		☆---→		
TASK 1			☆---→	
TASK 2				☆---→
TASK 3		☆---→		
	UNCONSCIOUS INCOMPETENCE	CONSCIOUS INCOMPETENCE	CONSCIOUS COMPETENCE	UNCONSCIOUS COMPETENCE

Pain is essential to learning. Discomfort forces us to stretch because we need to make our situation more palatable.



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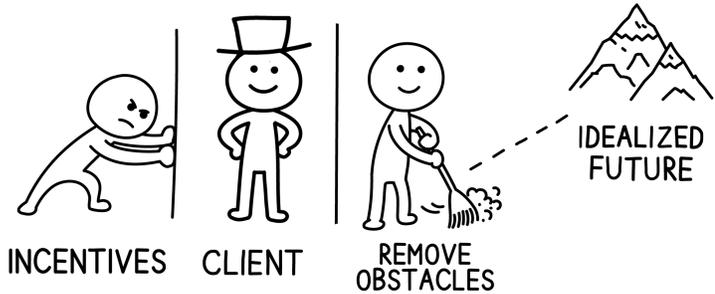
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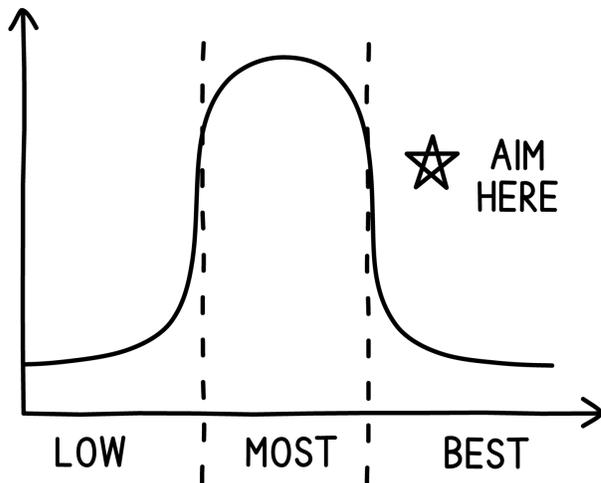
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Products have no inherent value. Value comes from the problem they solve or the result they help achieve.



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## Application

A. Three greatest learning points for me:

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B. Three immediate actions I will take:

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C. Accountability Partner:

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

First contact date and time: \_\_\_\_\_

## About Me

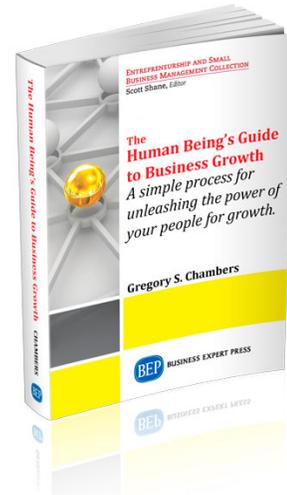
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<http://chamberspivot.com>

The Right FIT Newsletter: Each Friday afternoon I send over 1,000 of my closest friends a short note with tips on getting more done in less time. . .next week.  
Add your name to my friend-filled list at [chamberspivot.com/right-fit-archive/](http://chamberspivot.com/right-fit-archive/)

My latest book is “The Human Being’s Guide to Business Growth: A Simple Process for Unleashing the Power of Your People for Growth.”

If you provide me with the name of your agency owner, I’ll happily send a free copy of my book to them and also send one to you with my gratitude for attending my session.



This workshop includes a 30-day period during which you can email questions to my personal email address, to be answered within 24 hours. Use this to practice before a sales call, to debrief after one, or simply to continue to hone your skills.

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