

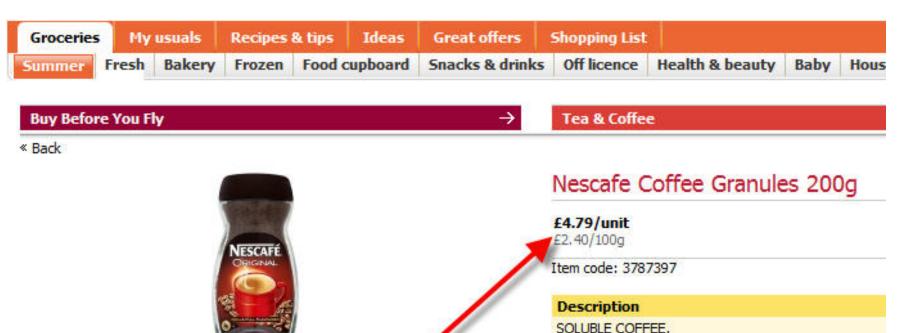
YOUR 2017 SALES AND PRICING PARADIGM

KEY PRINCIPLES

- → Adding a sales function = breakthrough
- → In highly successful businesses,
 Sales and Pricing work together as a powerful, integrated system

- 1) Increase your Prices
- 2) Find the Limit (Price Elasticity)
- 3) Break the Commodity Link

Sainsbury's



The great taste you LOVE just got BETTER!

RICH & FULL FLAVOURED.



- 4) Change the Product
- 5) Deluxe / Premium 5% Rule

Sign In or Create an Account W My Disney Vacation My Reservations Passholders FREE Vacation Planning DVD

Website Help Search DisneyWorld.com

♠ Discover Tours & Special Experiences at Walt Disney World Resort Tours & Special Experiences

 ✓ View Tours & Special Experiences

VIP Tour Guide Services

Tours and Special Experiences at Walt Disney World Resort

Book Your Vacation





VIP Tour Services offers personalized tours for Guests looking for the perfect Walt Disney World Resort vacation. Our team of vacation planning professionals customizes your vacation so you can spend your time playing, not planning.

From the moment you arrive, your personal VIP guide is there to take care of everything—from creating your ideal itinerary to getting you the best seats in the house for live shows, parades and nighttime spectaculars. It's an extra level of service and convenience for a magical vacation you will never forget.

To ensure availability be sure to reserve your tour at least 72 hours in advance. As part of your tour you can arrange transportation to/from any of our Theme Parks and other area attractions.

Duration:

More than 6 hours

Price:

\$275.00-\$315.00 per hour. Theme Park admission is required and is not included

Phone:

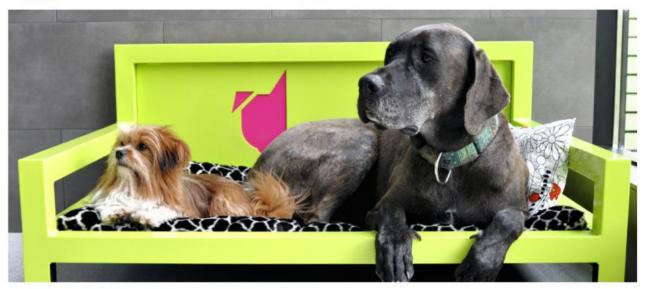
Call (407) 560-4033

Wheelchair Accessible Hearing Disabilities

6) Tiered Pricing



HOTEL DAYCARE TRAINING CAFE SALON & SPA FAQ CONTACT HOME



STANDARD ROOM \$37/\$42

- 16/24 square fee
 elevated bed with fleece bedding
- · raised walls or privacy
- includes a laft-day of daycare or upgrade to a full day for \$8
- · complinentary bath after a 4 night sta

JUNIOR SUITE

- 32 square feet
- private rooms with tempered glass
- · climate-control
- · elevated bed with fleece bedding
- · flat-panel TV · soft padded flo
- complimentary bath after a 4 night stay
- · choose a free day of daycare or two of the following: a half day of daycare, a 20 minutes walk, or 20 minutes of private play.

- 60 square feet
- · private rooms with tempered glass · climate-controlled
- · premium bed with luxury bedding
- · natural light with city vi flat-panel TV
- · soft padded floor
- complimentary bath after 4 night stay
- · choose a free day of daycare or two of the following: a half day of daycare, a 20 minutes walk, or 20 minutes of private play.

THE PENTHOUSE

- 70 square feet
- private rooms with empered glass

\$75

- premium bed with luxury bedding · natural light; skylights with
- city views · flat-panel TV
- · private webcan
- · complimentary bubble bath
- · choose a free day of daycare or two of the following: a half day of daycare, a 20 minutes walk, or 20 minutes of private play.

7) UHNWS

Most Expensive Television Set:- The Supreme Rose



Price: \$2,250,000

The Prestige HD Supreme Rose, a HDTV from the famed designer, Stuart Hughes, that has now been termed as the world's most expensive TV. Prestige HD Supreme Rose Edition comes with a 55 inch screen and the frame of this marvelous television is made in 28 kilograms 18 carats rose gold. The frame has 72 brilliant round cut 1ct IF flawless diamonds along with Sunstone and Amethyst. Alligator skin is even hand sewn on the inner screen layer. The costliest TV of the world is powered by Metz and only 3 are being made till now.

- 8) Discounts for the Wealthy and low points of entry
- 9) Add a Sales Team
- 10) Direct Sales will identify the premium buyers

- 11) Ends Dependency on Internet Marketing (Attachment)
- 12) Phone Sales
- 13) Staff for Live Chat, Texts and Emails

- 14) Experience: Events, Webinars, etc.
- 15) Consultative Selling
- 16) Incentivise Team

- 17) Values elicitation
- 18) Risk Reversal
- 19) Sales just for reselling to Customers

- 20) Referrals
- 21) Stop Selling Start Giving





- → Billions
- → Line of Duty
- → Homeland
- **→** 24

- → Circus
- → Better Call Saul
- → Ray Donovan

NETFLIX

- → Narcos
- → House of Cards
- → Stranger Things

AMAZON

- → Goliath
- → Orange is the New Black
- → Girls
- → The Catch (I love!!)

- → Lucifer (I love!!)
- → The Good Wife was great
- → Orphan Black I loved it, too

- → The Team
- → The Killing
- → The Bridge

- → I Am Not Your Guru
- → BecomingWarren Buffet

