YOUR WORKBOOK / PLAN

Tony Robbins / Rapport, clear outcomes & relevant stories

SALESCOACH PRACTICE

Prepare a call with one buyer outcome, three discovery questions, a 90-second verified example, and one trial-close question. Ask a colleague whether your explanation is clear and relevant.

AI PROMPT

Review my sales conversation plan for clarity and buyer relevance. Check whether the desired outcome is confirmed, the questions invite real answers, the case example is supported, and the next-step request leaves room to disagree. Suggest one improvement at a time. Do not impersonate Tony Robbins or infer personality from body language.

WHAT TO REVIEW

Track buyer corrections to your summary, questions resolved, and agreement on a concrete next step. Treat rapport as a relationship to build, not a score that guarantees conversion.

Original SalesCoach exercise and prompt. Independent educational commentary.

Read the lesson: https://salescoach.cc/greats/tony-robbins

SOURCES

Tony Robbins: his background and work

https://www.tonyrobbins.com/the-story

Tony Robbins: storytelling, listening, and rapport

https://www.tonyrobbins.com/blog/storytelling