

# 9 Point Checklist Jordan Belfort

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JORDAN BELFORT Action #reshold It's an unconscious set point, that once crossed, your prospect has determined that now is the time to buy Some people have low action thresholds It doesn't take much convincing to sell them Salespeople have notoriously low ...

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At this point, the customer is either going to say "Great, I like those options I'd like to see them in person" or "It doesn't seem like you have what I was hoping for"

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