

# Agent of Progress Research Project Revenue Enhancement Consultant Loss Test

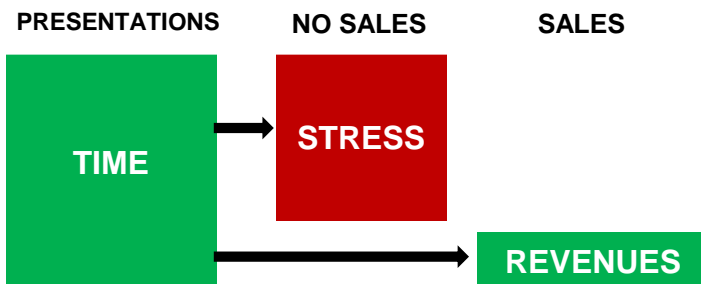
The Agent of Progress Research Project Loss Test is a diagnostic assessment tool that identifies areas of ineffective revenue enhancement consulting practices and identifies opportunities to increase client revenues and consultant revenues by utilizing findings the 25-Year Agent of Progress Research Project.

1. Do you feel you are maximizing your consulting revenue potential? Yes \_\_\_ No \_\_\_
2. Do you know the brain function that is required to facilitate a sale? Yes \_\_\_ No \_\_\_
3. Do you feel you are maximizing your consulting clients' revenues? Yes \_\_\_ No \_\_\_
4. Will your current clients' marketing and selling methods increase both their business revenues and your consulting revenues? Yes \_\_\_ No \_\_\_
5. Do you provide your consulting clients with marketing and sales practices that will double their revenues? Yes \_\_\_ No \_\_\_
6. Do your sales presentation to prospects last less than 45 minutes? Yes \_\_\_ No \_\_\_
7. Do you know the communications difference between marketing and selling? Yes \_\_\_ No \_\_\_
8. Do you know the communications difference between education and selling? Yes \_\_\_ No \_\_\_
9. Do you know the one objection that prevents prospects from buying 95% of the time? Yes \_\_\_ No \_\_\_
10. Do you employ a memorized, sequential system to "sell" your prospects? Yes \_\_\_ No \_\_\_
11. Are you certain that the products, programs, and/or services that you sell help your prospects increase revenues? Yes \_\_\_ No \_\_\_

**5 or more "NO" answers suggest that your current revenue enhancement consulting practices will cause the unnecessary loss of \$1,000,000, or more, of your career earnings.**

### The Problem:

Traditional marketing and sales methods communicate product information in ineffective ways that immobilize prospects, prevent sales, increase stress on sales personnel and decrease business revenues.



### The Solution:

The Agent of Progress Marketing and Sales System™ modifies product messaging to eliminate barriers to sales, which decreases stress on sales personnel and increases business revenues.

