



THANK YOU FOR TAKING THE:
DISCOVER YOUR
ENERGETIC GIFTS
AND SKILLSETS
ONLINE QUIZ

ENERGY GIFTS AND SKILLSETS:

“THE DALAI LAMA” RETAIL SALE:

These people allow things to fall into place with good timing. They are imaginative and creative. There are no hidden agendas and they have a neutral confrontation style in relationships with others. They are often internally guided from their spirit/soul and are very unique, authentic and creative. Often you will find that they give to others without attachment and have an inner compass to regain harmony if there is chaos. They love to share wisdom, can manifest and follow through on tasks. Their will is flexible but they will accomplish what they want. They do not take things too seriously, and will always find different ways to accomplish sales goals.

“THE ROCKY BALBOA” RETAIL SALE:

These Sales People are usually very grounded and can hold space for others. They will give without expectation of the customer and will give to the point of sacrifice. They do like to play Devils advocate and find things in the sales process that do not work and point it out before it falls apart. These people have a tremendous amount of endurance and stamina and can go all day long selling cars and then can probably sell more cars while they are sleeping. This type of person has life force generation and is always moving their energy in a container to accomplish great things! They are open minded, naturally curious and hungry for knowledge. They like to control their domain.

“THE STEVE JOBS” SALE:

These Sales people are emotionally neutral and usually do not fall apart in a bad sales situation. They are natural leaders and good survivalists.

These people have a quick integrative mind and then move it to the next level. These people like to empower others and take others to new levels of performance at the Dealership! These people are very brave, courageous and it matters to them how the Retail Sale goes down. They are often good BS detectors and will seek to get the best out of everyone. They are edgy and passionate and will go where no man has gone in sales before!

“THE OPRAH WINFREY” SALE:

These Sales people tend to be very open minded, light hearted and extremely giving to the customer. They can surrender in the present moment and open their heart space to others. They have true empathy but they convey tough love naturally. They can create beauty in any car sale and bring a playful side to something that may be causing others pain. They are expressive, energetic and full of compassion. They can connect to others souls very easily and hold space for others.

“THE DR. PHIL” SALE:

These Sales people are devoted and loyal to principals and ideals. They will get to the heart of the matter and do not mince their words. They persevere and are highly committed to follow through on any task at hand. Integrity is huge for them and they will die for their own personal integrity. They have an open heart and let themselves be seen. These people are often very good at organizing and are extremely efficient. They seek excellence and the highest good. They are very logical with sequence, systems and processes in sales. They like to create structures that work and are great strategizers. They bring truth to everything.

**ITEMS FOR YOU TO THINK ABOUT MOVING FORWARD:
IF YOU WORK AT THE DEALERSHIP OR IN A RETAIL ENVIRONMENT:**

Q. How does my Energetic persona affect my Car Selling Behavior?

Q. What type of ENERGY and BODY TYPE is projected towards car buyers?

Q. Are you already closed off to the customer before you speak to them?

Q. Are you already judging the Customer and their buying behavior before you've even spoke to them?

**FOR MORE INFORMATION ON RECEIVING MANAGEMENT/SALES TRAINING REGARDING
VOLUME, GROSS PROFIT AND HOW YOUR TEAMS ENERGY AFFECTS YOUR CUSTOMERS
PLEASE BOOK A COMPLIMENTARY ONE ON ONE CALL TO LEARN MORE:**

BOOK A CALL



I'm Gail the Founder of I AMM Retail Resilient and I help Auto-Industry Professionals drive operational efficiency to change the automotive industry, become true leaders, sell more cars, service more cars, make more money, improve the customer experience so that it is fun and easy to buy a car again and INNOVATE our industry!!

Like you, I am happiest when focused on helping people and making a difference in this world.