

Beyond

Breakthrough Selling

Getting the Bigger Pie

By: Jun Garing



CAVEAT ~~EMPTOR~~!

Sellers BEWARE!



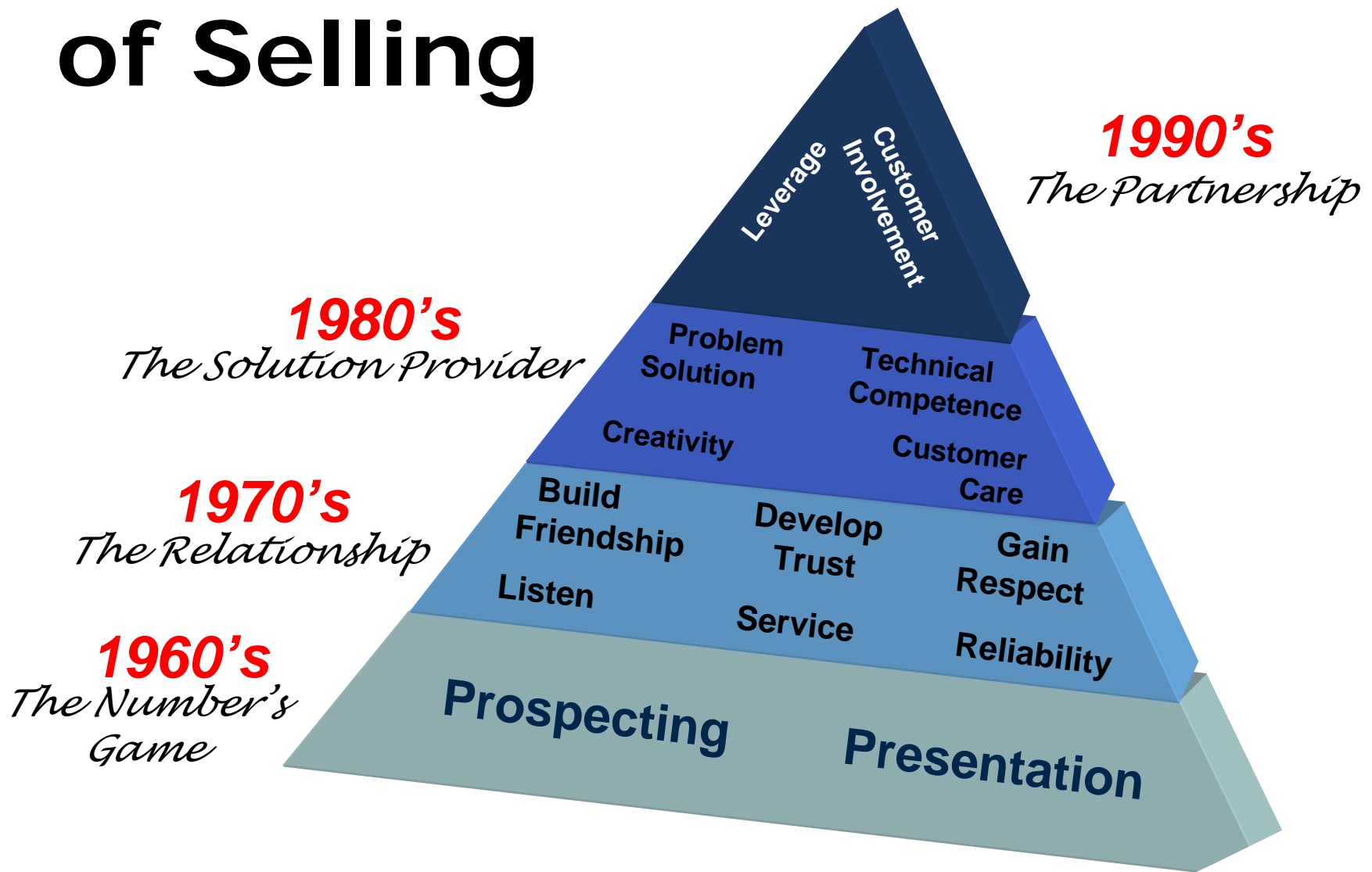
***“Whatever it was
that got you where
you are today is no
longer sufficient to
keep you there.”***



***“Kung anong **pananaw**
ay siyang **nakikita**,
Kung anong **nakikita** ay
siyang **nararamdaman**,
Kung anong
nararamdaman ay
siyang **isinasagawa.**”***



Historical Perspective of Selling



2000 and *Beyond*



Getting the Bigger *Pie*

PROFESSIONALISM
INTEGRITY
ETHICS



Para sa mapayapang samahan... *(Harmonious Relationship)*

**"Huwag Magpinsala
ng *Kapwa*,
Saktan ang
Damdamin,
at Dungisan ang
Dangal."**



Ang TALINO biyaya ng
Panginoon, *Magpasalamat Ka!*

Ang YAMAN at KARANGALAN
bigay ng Tao at Lipunan,
Magpakumbaba Ka!

Ang YABANG ginawa ng
Sarili, *Mag-ingat Ka!*



What is a Filipino?

"A Filipino is like a mythological bamboo who sways valiantly with the winds of misfortune only to rise unscathed when the tempest is over to meet again the warmth of the morning sun."

Dr. F. Landa Jocano



Ano ang Pilipino?

"Ang Pilipino ay maihahalintulad sa isang maalamat na puno ng kawayan na magiting na humahapay dahil sa bugso ng kalikasan, ngunit bumabangon muli upang harapin ang maaliwalas na bukang liwayway."

Dr. F. Landa Jocano

Unsa ang Pinoy?

*"Ang usa ka pinoy sama sa
usa ka matanghagang
kawayan na maisugong
nagtuya tuya sa kalisdanan
sa hangin aron lang
mobarog ug atubangon ang
kainit sa adlaw sa
kabuntagon."*



Do not procrastinate:

BE PROMPT!

Do not evade the challenge:

FACE IT!

Do not magnify the problem:

SOLVE IT!

Do not hide your talent:

SHOW IT!

Do not envy the success of others:

STRIVE!

Do not lag behind:

BE THE LEADER!



A person in a black suit is holding a clipboard with a document titled "Bird of Prey". The person is wearing a black jacket with a white "3" on the sleeve. The background is blurred, showing other people in a professional setting.

SEE YOU

FLYING!

Beyond

Breakthrough Selling