



# How to Sell Personal Training: Increase Your Income and Clientele

*Greg Marshall*

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## **How to Sell Personal Training: Increase Your Income and Clientele** Greg Marshall

This short and to the point book of how to sell personal training has been simplified so you can read the book and instantly start making more sales. This is the formula that I have used with personal trainers in the last 10 years to sell millions of dollars worth of personal training. This book is designed to give you a systematic approach to your sales process to ensure that you are getting as many sales that you are capable of getting in the shortest amount of time. Master these principles and I guarantee you will be successful in your personal training career. This guide will give you the road map on how to make sure you are making personal training your career and not just a side job. If you are someone who is afraid to sell or think that sales are bad and you currently don't have the client base you really want then this book is for you. My philosophy is to sell to help so you can change people's lives. Personal training should be a vehicle for you to use in order to gain immense satisfaction as well as creating a sustainable and predictable high income. Enjoy the book.

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