

Sales Training for a Dr. Del Helper

You learn about the Person or ORG with a series of questions and answers. Your Mission is to Learn about them, and educate them about the benefits they could get if they qualify.

In that process You learn IF they would benefit from what we can sell them, AND they learn about the potential benefits we could offer them.

Now the Answer to a Question determines the next Question.

So, you can go down MANY paths of Q and A's.

You must Listen to the A's and then ask an appropriate next Q.

This will require a lot of practice and knowledge about our Products and their Benefits.

Talking to a Young Adult or a Parent or an Org about a Member.

Q1. Are you studying Math?

A11. Yes

Q11. Do you like it?

A12 No

Q121 Why not?

Many possible replies.

SO, I will make some videos where I do a lot of Q and A's for you to watch and learn from. There are a virtually unlimited number of ways it can go and you simply must really understand our Six Tier System and how and why it works for virtually any student, and why what they are learning isn't working for them.

Reading my book, *How and Why Public School Math is Destroying the USA* should give you the info you need without having to learn the math yourself.

Some questions you will ultimately ask are;

Would you like to study some Math that was Fun and Easy to Learn?

Would you like to learn some Practical Math that would open up career paths where you could earn a lot of money, say \$40/Hr or more.

Are you going to College?

Are you interested in Science and Engineering, STEM?

Here's a Question I always ask.

Are you good at any games or sports?

If Yes, you can be good at Math since it can be treated as a game or sport. Lot's of Practice and Lot's of Fun!

The Right Math content taught with the right Pedagogy will be wonderful for you. Believe it or not.

Would you like to try it with No Risk?

Here is the Right Math description.

Practical Math for everyone to start. Tiers 1 and 2. About one semester.

Some more Math, some useful not and some not, for a high SAT or ACT score if you are college bound, Tier 3.

**For Science and Engineering a lot of much deeper Math which is very difficult with the old 20th Century Manual Tools, and now VERY EASY with a free modern 21st Century Tool, (2009), www.Wolframalpha.com
PreCalculus Tier 4**

Unbelievable. Wolfram Alpha is an amazing Augmented Intelligence Tool. And, it makes All current Math Textbooks obsolete. We don't introduce it until Tier 4 because the SAT and ACT tests won't allow it.

Calculus which is necessary to study Functions for STEM goes from a difficulty level of 8 down to 2 on a scale of 1 to 10. Tier 5

Differential Equations, the workhorses of STEM, ditto. Tier 6

NO High Schools teach Math that is like Tiers 1 - 6.

You can start and see IF this works for you for free for 30 days.

Www.TriadMathInc.com/tmt The Triad Math Tribe, TMT.

Also, Much More than just Math.

Wisdom Tools for Life Skills, Plus

An Opportunity to make a some Money helping other students Improve their Lives.

And, More in the future!