

THE CONNECTION QUESTION

Building Trust and Relevance
in a Changing Market

Dan Stewart

Founder & CEO of
Happy Grasshopper



Professional Sales is...

HELPING PEOPLE

GET WHAT THEY REALLY WANT

MORE QUICKLY

NOTES

Buyer Profiles

1. The Joiner

2. The Faker

3. The Royals

4. The Greens

5. The Combo Pack

6. The Poor

THE JOINER

Name:

Date:

BIGGEST FEAR

MOTIVATOR

JOINERS I KNOW

MY POWER QUESTIONS

WHAT TO SAY TO JOINERS

NOTES

THE FAKER

Name:

Date:

BIGGEST FEAR

MOTIVATOR

FAKERS I KNOW

MY POWER QUESTIONS

WHAT TO SAY TO FAKERS

NOTES

THE ROYAL

Name:

Date:

BIGGEST FEAR

MOTIVATOR

ROYALS I KNOW

MY POWER QUESTIONS

WHAT TO SAY TO ROYALS

NOTES

THE GREEN

Name:

Date:

BIGGEST FEAR

MOTIVATOR

GREENS I KNOW

MY POWER QUESTIONS

WHAT TO SAY TO GREENS

NOTES

THE COMBO PACK

Name:

Date:

BIGGEST FEAR

MOTIVATOR

COMBO PACKS I KNOW

MY POWER QUESTIONS

WHAT TO SAY TO COMBO

NOTES

Our Sincere Passion For Conversation

happygrasshopper®

01 We believe...

Everything we work to achieve in life is amplified by the relationships we build and maintain.

By consistently engaging others in conversation, we're able to unlock the magic of human connection.

Conversation is where we learn, fall in love, raise our children, negotiate contracts, and build our careers.

Happy Grasshopper® exists to connect your world in conversation.



Core Values

Every member of our company is sincerely committed to your success. Each of us will strive to exceed your expectations in a way that leaves you feeling surprised, delighted, and absolutely thrilled to be a member of Happy Grasshopper.



Thoughtful

We deeply listen and strive to understand.



Intentional

Actions guided by intentions create results.



Tenacious

We tirelessly pursue the achievement of our goals.



Consistent

Consistency equals professionalism.



Positive

Opportunity is everywhere with the right mindset.



Open-minded

We set aside our egos in the quest for victory.



Honest

Transparency is critical to improvement.



Dependable

Time-on-task over time achieves everything.