



My Sandler

for Amazon Alexa

Things to Try

Getting Started

Alexa, open **My Sandler**.
Start tutorial.
(also: **help, repeat, goodbye**)

Glossary

(use: **define, what is**)
Define **PSD**.
What's the definition of **pain**?

FAQ

What is the Sandler sales process?
What is the **submarine**?
What is **step 5**?
Tell me about the **decision step**.

Search

(use: **search, look, play, find**)
keywords

Search for **selling**.
Search for **negative reverse selling**.
Find **spill your candy**.

Too many results?

- Be more specific (add keywords)
- Filter by title, category, or speaker

Search (cont.)

keywords + title

Search for **Rule 2 in 49 Rules for Sales Leaders**.
Search for **negative reverse selling in Sandler Foundations**.

keywords + category

Search for **time management in podcasts**.
Search **podcasts for social selling**.

keywords + speaker

Search for **negotiating by David Mattson**.
Search for **Karen Miracle**.

keywords + category + speaker

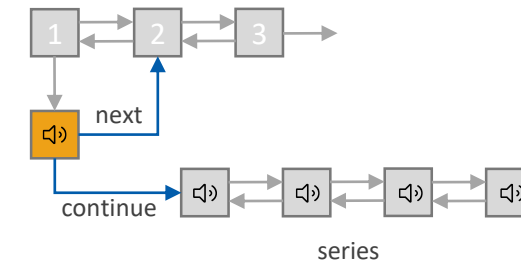
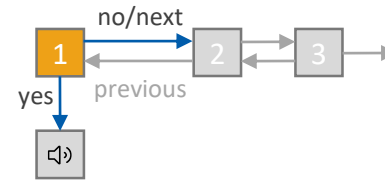
Search **podcasts for negotiating by Clint Babcock**.
Search **courses for success by David Mattson**.

Search Results

yes – play audio
no/next – next search result
(also: **previous, first, last, number 2, stop**)

Continuous Play

After listening to audio, you can keep playing the audio in a series:
continue – auto play series
next – next search result
cancel – exit current search



Titles

- Free
How to Succeed Podcast
- Basic
The 49 Rules for Sales Leaders
- Premium
Sandler Foundations
Sandler Sales Mastery
SMS Management
Sandler Sales Resources
Sandler Enterprise Selling
Negotiating Mastery
The Coach's Playbook

Speakers

- David Mattson
- Mike Montague
- Gregg Kessler
- Sean Coyle
- Brand McDonald
- Matt Neuberger
- Hamish Knox
- Ilana Nicole
- John Rosso
- David H. Sandler (many more)

Categories

- Course
- Podcast



Recommended Devices

- **Home & Office** – Echo, Echo Dot, Echo Show
- **Vehicle** – Echo Auto
- **Other** – Alexa App on mobile phone

To interrupt audio playing in a series:
Alexa, stop – stops audio
Alexa, next – skips to next in series
Alexa, previous – skips to previous in series

Tap the button in Alexa App instead of saying **Alexa**