

# Straight, No Chaser Sales Strategy Keynotes and Workshops

with speaker, workshop facilitator, consultant and author

## DONNA SMITH BELLINGER

Donna has built and led hundreds of teams in the ever-changing landscape of sales for over 40 years, and she delivers transformational truths from her wide range of experience through memorable stories. Treat your audience to Donna's razor-sharp insights and energizing presence!



Donna Smith Bellinger is a Sales Manager on Demand, Business Development Consultant, Speaker and Author. She has served on several nonprofit boards and was a Director Consultant for Business Networking International (BNI). Donna earned her Associate's Degree in Business Management from American InterContinental University and she taught business and entrepreneurship classes at Columbia College Chicago for four years. Donna has earned the following certifications to better serve her clients:

- Predictive Index Partner
- Willpower Consulting
- Wealth Dynamics

### AS SEEN ON THE STAGES OF:

Morgan Stanley



INBOUND



### IDEAL AUDIENCE

Most of Donna's clients own and operate their businesses with customer service, growth and job creation as top priorities. She primarily works with sales teams and leaders at firms in the following verticals:

- Law • Realty • Accounting • Financial services
- Communications • Other service-based industries



# SIGNATURE PRESENTATIONS

## **Develop a Profitable Professional Identity YOU Can Believe In**

Learn to communicate your professional value with confidence and make a few simple shifts to move from sales hunter to industry superstar. Attendees will create their own YEstimonial™ to attract higher-value clients by first saying YES to themselves.

## **Fearless Sales Conversations**

Your sales process should turn leads into clients, not new friends. Refocus to find out who you're really looking for and how to win their business: meet the person who will experience the best results from your product or service—and willingly pay your rate.

## **Drive Business Growth Without Driving Away Top Talent**

Build a winning culture where everyone belongs by aligning individual success with team and organization-level vision. Learn how to fine-tune your hiring, onboarding, training and management processes to attract top talent, then get your team to own their roles in reaching desired outcomes.

## **Sales is Not About “Wait and See”**

Most salespeople are never trained beyond basic features and benefits, which leads to losing control of the sale. In this talk, you will determine the value your product or service brings to your clients and learn to ask powerful questions that move the sale forward. By the end, you'll be able to overcome objections and learn the secret to circumventing “Wait and See” for good.

## **3 Questions for an Immediate Sales Increase**

Great questions are the heart and soul of an effective sales conversation that leaves everyone feeling good about their new partnership. Learn the 3 simple questions that you can add to your existing process to make it a little more friendly and a lot more effective.

## **Your Business is Not “A Job That You Own”**

So you're the salesperson, customer service rep, operations manager, accountant, marketing team and CEO. You don't need more tasks or checklists to grow your business; you need strategies and processes that work together. In this talk, we will create the processes, team and implementation plan to keep it all in motion because the close is not the end of the sales process...it's the beginning.

## ASK ABOUT SMALL-GROUP TEAM WORKSHOPS:

- You Lost Me @ Hello: Revenue Generating Relationships
- Integrity Selling: Marketing from the Heart
- Revenue Up: From Sluggish to Sensational in Sales
- Stop Delegating Disaster: Create Your Dream Team

## PRAISE

*“Donna Smith Bellinger brings enthusiasm, energy, and expertise in a way that connects individuals to knowledge, opportunities, and each other. Her organization and **willingness to tailor her message to my organization’s objectives was incredibly helpful.** Her results-driven approach was exactly what we were looking for to advance our mission!”*

– Shannon Guild, Regional Diversity Officer of Morgan Stanley Great Lakes Region

*“After hearing Donna speak at NEXT Global Virtual Conference London, I reached out for a conversation with her. **Her sessions are always full of value** and tips that one can implement immediately! I now know how to position my message for my target market that is clear and concise.”*

— Natalie C., Life Coach

*“Donna is absolutely a woman who personifies excellence, style, and grace while dishing out the raw and honest truth about what it takes to monetize your passion. **Every detail of her presence was in loving support to unleashing the best we could be** as entrepreneurs.”*

– Monica M, MinkLife Motivation

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## CALL OR EMAIL DONNA TODAY TO BOOK HER FOR YOUR NEXT EVENT!

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AND CONNECT ONLINE:

