

VIRTUAL SEMINAR TOPICS

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.