



## The Selling Revolution

**The proven methods high performing sales professionals use to earn attention and close deals in an unpredictable economy.**

**Format:** A LIVE or VIRTUAL keynote.

**Designed for:** Sales Executives, Sales Leaders, Sales Teams, Marketing Professionals, Entrepreneurs, Business Owners, and anyone interested in understanding the secrets to selling more in today's economy.

### Overview:

Is your team struggling to sell in today's economy? Are they finding it difficult to reach and connect with buyers who won't return their calls? Are you experiencing significant swings and unpredictability in your sales revenue?

Selling has changed. Your team and the skills they use must shift to accommodate new buying behaviors and norms.

Top performing sales professionals and sales leaders recognize practice a new way of selling that contradicts accepted norms. Long lunches and afternoons of gold aren't at the top of their list of prospecting activities. Instead, there are only four powerful strategies that they use repeatedly to generate new business opportunities, and close deals.

Based on my popular book, *The Unstoppable Sales Machine* we explore new skills, methods, and strategies to not only survive during economic uncertain times, but to thrive regardless of the state of the economy.

In this high energy presentation, sales expert and bestselling author Shawn Casemore will show you how to fill your pipeline with prospects that are eager to buy. You're thinking about how to sell will be challenged, and you'll be equipped with new methods and strategies that will ensure you constantly exceed your sales targets.

What are these methods and strategies? You'll just have to wait to find out.