

# Build an Unstoppable Sales Machine

*Proven Methods to Earn Attention, Enhance Relationships, and Close Deals in the New Economy*

**Format:** A LIVE or VIRTUAL keynote

**Designed for:** Sales Executives, Sales Teams, Marketing Professionals, Entrepreneurs, Business Owners and anyone who wants to learn the secrets to selling in today's economy.

## Overview

Selling has changed. Your team and the skills they use must shift to accommodate a new generation of prospect behaviors and expectations.

Today's top performing sales professionals leverage a new way of selling that out-performs accepted norms. Long lunches, and afternoons of golf are no longer at the top of their list of prospecting activities. Instead, they deploy powerful strategies to generate new business opportunities, and close deals.

Based on his popular book "The Unstoppable Sales Machine," Shawn explores the skills, methods and strategies to thrive in today's economy, despite influences like AI on buyer behavior. In this high energy presentation, he'll show you new ways to fill your pipeline with prospects who are eager to buy.

**Create an Environment of Unstoppable Sales<sup>SM</sup> — Book Shawn to Speak at Your Next Event**



## Contact Information

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