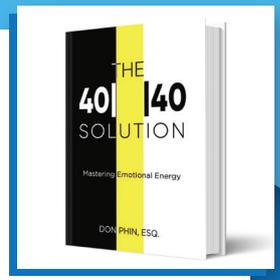




DON PHIN

Create Massive Productivity & Close Sales by Empowering Your Sales Leaders to Balance Their Emotional Energy for Maximum Results



Your sales leaders are swimming in a sea of drama. Their greatest obstacle to productivity is emotional - based on their interactions with their peers, prospects and clients. But **they don't have to live in a world where they are either the underdog or the Alpha dog.** They can bring a balanced energy to their work and everyone prospers as a result.

This breakthrough approach results in so many positive, palpable changes – more productivity, better results (bigger sales numbers), happier employees, a better vibe on the team, teamwork, and more fulfillment on the job.

Don Phin is the catalyst your sales leaders need to help them discover the skills to create this balance on their teams and with their clients. He'll help them manage expectations, communicate (and receive communication) clearly, and essentially set up themselves and the company for success.

FEATURED PRESENTATION

The 40|40 Solution For Leadership in Sales

This presentation is designed to show your sales team how to allow the client or buyer to be the hero. When you can be the problem solver and your buyer feels like they're making smart decisions, you're both heroes and everyone wins. During this presentation Don will show you **how to achieve that special balance that results in more sales, a better experience for your prospects, and greater loyalty for the long haul.** Your audience will discover:

- ✓ How to curb their strong "I'm the expert energy" to allow for more back and forth communication.
- ✓ **How to work with the emotions of sales situations (and win)** and not fight them with wasted logic.
- ✓ **How to achieve the balance when the other party isn't working toward it** like you are.
- ✓ Key phrases that will disarm a difficult sale and allow room for cooperation.

Book Don Phin to transform your sales leaders into emotionally intelligent, stronger producers!

Call (619) 852-4580 or Email don@donphin.com