

EMPOWERED SALES SPEAKING



PRESENTATION TITLES

- Adapt Your Selling to the New Economy
- Change is my Friend; Technology is my Bride
- Run The Plays! Inspiration and Empowerment for Sales Professionals

ADAPT YOUR SELLING TO THE NEW ECONOMY

The new economy, rapid changes in technology and social networks, as well as legacy sales challenges are enough to grind away at any sales organization. Times will never be what they once were, but that's OK. It's OK... provided your teams stay ahead of the curve and embrace change.

This session engages your audience to the possibility of maintaining current best practices while integrating new tactics related to Sales 2.0 methodologies. Whether you're selling in a complex, business-process-automation environment or in a simpler, transaction-based model, your teams need to adapt their selling to the new economy.

Your team of sales professionals will be inspired and engaged during this session that highlights premium selling insights, trends in the marketplace and implications of the new economy. Audience members will walk away with a renewed passion for selling and keen insights into selling in the new economy.

Kevin Graham has *been there / done that* when it comes to sales success...

- Qualified for President's Club in three Fortune 500 companies
- Launched a new division to one billion dollars in less than 18 months
- Grew a contact center to more than 220 associates in less than two years
- Successfully negotiated an eight hundred million dollar contract

Kevin leverages deep personal experience, gems from industry icons, classic sales methodologies and innovative practices to empower your sales organization for sales success!

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CHANGE IS MY FRIEND / TECHNOLOGY IS MY BRIDE

Your sales organization is likely full of optimists; after all, pessimists just don't make it very long in this business. But even the most optimistic sales professional can be overburdened by the rapid change in technology, changes in our customer interaction models and the perceived value of the sales professional.

It's been more than ten years since 'disintermediation' (the removal of the middle man) started to wreak havoc on many sales models. Today, other changes are taking place and smart professionals are staying ahead of the curve. This new world is not always harder... only if you're not keeping pace with the change.

Your sales organization will be inspired and engaged during this session that leverages premium sales perspective and stories, along with recommendations on embracing change, adapting to new processes and adopting new technologies. Audience members will walk away with a renewed passion for selling and perspective on how to stay ahead of the curve.

RUN THE PLAYS! INSPIRATION AND EMPOWERMENT FOR SALES PROFESSIONALS

In most sales models, there's been no discovery of a silver bullet... it takes hard work, organization, communication and flexibility... among other things. As sales professionals, we tend to be highly intuitive... and that's not a bad thing; but it is a risk factor because process and execution are critical to sales success. Proven process and crisp execution drive results.

Your teams need to engage the marketplace at a high rate. The marketplace is self-sharpening and it all starts with running the plays – productivity, results and feedback. Regardless of your sales model, this high-energy engagement will ensure that your people are motivated to run the plays.

Your sales organization will immediately recognize Kevin Graham's expertise and eloquence as he engages them with their own sales model and experiences. Audience members will be invigorated with a renewed passion for selling and loads of sales insight, perspective and world class stories to give them an incremental edge.

Testimonials

"I've met many good sales trainers. I finally met a great one." - Victor Broski, President, The Speech Pro
See this and many other testimonials at www.empoweredsalestraining.com or online at [Linked In](https://www.linkedin.com).

Media Page

Downloaded headshots and other marketing materials available [here](#).

Length and Fees

Keynote presentations average 55 minutes in length; fees range from \$2,500 - \$7,500 depending on date, location and audience. Sales training offerings are quoted separately of the keynote speaking programs.

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