

## MAKE STRONGER BUSINESS CONNECTIONS...EASIER AND FASTER.

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### Share valuable sales expertise with prospects and clients.

Business development is a challenge for most professional practices. We offer a 60 minute practical sales seminar, to help you ask great sales diagnostic questions, when meeting with prospects and clients. This is a powerful value add.

Subjects covered include:

1. management style
2. who's on the sales team
3. change management
4. sales culture
5. risk tolerance
6. project management skills
7. proving kit

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**URGENCY BASED SELLING®**

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