

Does your sales team struggle to



Listen for root problems?

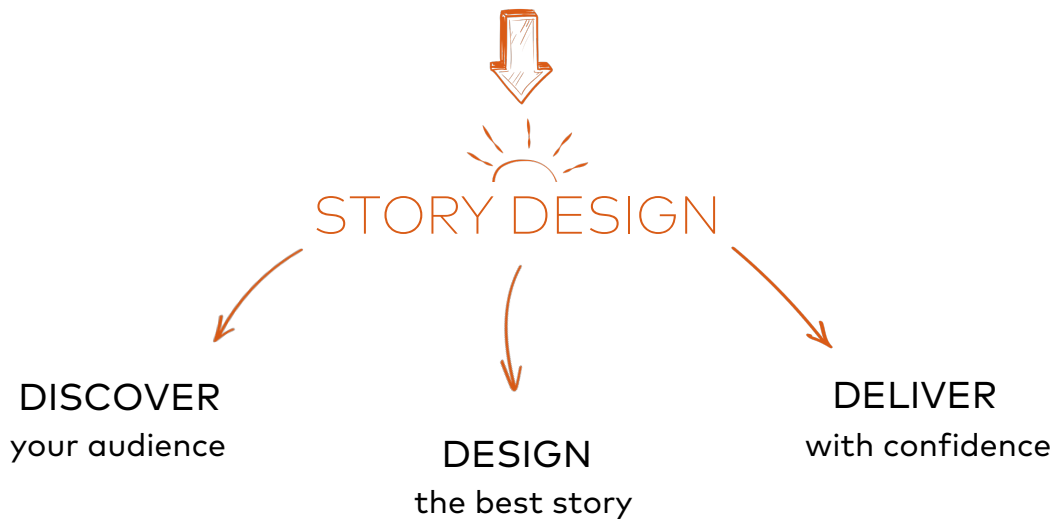


Connect with clients?



Reduce client resistances?

You are not alone.
There is a solid methodology that is transforming the sales process.



Provide the emotional input  that naturally reduces resistance.

Workshops

In-person or virtual

Practice

With immediate feedback

Coaching

For mastery



Rance Greene

Story Designer/Facilitator

Rance leads sales pros through the Story Design process with hands-on exercises and expert feedback. Teams discover that they are uniquely equipped to tell the best story for their clients through a systematic and creative way of designing messages that connect and persuade.



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