

# SALES TOPICS

# THE ELEVATE SERIES



## RISE to the TOP!

Why do some salespeople find success while others seem to struggle? This session delves into the characteristics that successful salespeople possess and consistently adjust. Greg not only discusses these specific traits but helps put the puzzle pieces together and identify areas for improvement...along with techniques to make modifications in this interactive and introspective forum.

## From Doom and Gloom to...BOOM!

Based on the Award-Winning book, From Doom and Gloom to...BOOM! Volume 1, this session helps attendees diagnose and repair a sales slump. Greg “edu-tains” with scenarios and stories based on real world experiences along with easily applicable takeaways to get back on a positive track.



## The Older I Get.....

...the smarter my dad becomes. Old fashioned wit and wisdom take center stage as Greg features “Jimmyisms” - unconventional ...and unforgettable...tips from a sales legend. This entertaining session is based on Greg’s first book honoring his father’s legacy of providing simple nuggets for sales success.

## Your Professional Brand

We often hear about company brands and personal brands, but what about a salesperson’s “professional” brand? Often overlooked, this vital element to success is seen through the eyes of potential customers in this eye-opening session. Greg discusses the What, Where, When, Why and How’s of developing...and keeping...a strong professional brand.



## DISCover!

We tend to communicate ...and sell...based upon our individual personality styles but often forget to adjust to our targeted client’s style. This enlightening session spotlights the four overlapping types and how to effectively relate for mutually beneficial conversations.

# LEADERS TOPICS

# THE ELEVATE SERIES

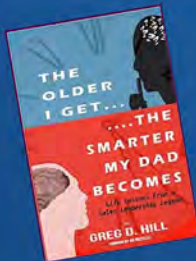


## Situational Leadership Styles

So, you've heard all about the leadership styles from an academic standpoint, but how do they apply...and intersect...in the real world? Greg takes the attendees through scenarios and dispels the myth that one leadership style works in all situations. This interactive session challenges leaders to self-examine their personal style and pushes them to apply others styles when the situation requires it!

## From Doom and Gloom to...BOOM!

Based on the Award-Winning book, From Doom and Gloom to...BOOM! Volume 2, this session helps leaders diagnose and repair a team's sales slump. Greg "edutains" with scenarios and stories based on real world experiences along with easily applicable takeaways to get the team back on a positive track.



## The Older I Get.....

...the smarter my dad becomes. Old fashioned wit and wisdom take center stage as Greg features "Jimmyisms" - unconventional ...and unforgettable...tips - from a sales leadership legend. This entertaining session is based on Greg's first book honoring his father's legacy of providing simple nuggets for sales leadership success.

## Geographical Etiquette

Feeling like a foreigner in a strange land? Too often, cultural and geographical differences subconsciously de-rail effective communication. In this session, Greg utilizes his experiences garnered from all regions of the United States and multiple countries to highlight the differences...and similarities...of conducting business across a broad spectrum of worlds.



## DISCOVER



## DISCOVER Your Team!

We tend to communicate ...and lead...based upon our individual personality style but often forget to adjust to our team member's specific style. This enlightening session spotlights the four overlapping types and how to effectively relate for mutually beneficial conversations.

# ORGANIZATIONS TOPICS

# THE ELEVATE SERIES



## Culture...Culture...Culture!

Are your team members genuinely excited to start another day...or do they dread the drudgery of another day at work? Why do some organizations seem to attract driven individuals while others are a revolving door of workers? Attendees in this session will be exposed to the good, the bad and the ugly organizations and given clear directions on how to create...and maintain...a Positive, Winning Culture!

## GOLF - Guiding the Organization

Tee it up for a round of GOLF - Guiding the Organization: Leadership Foundations. The GOLF System is an easily transferrable system designed to elevate a sales manager's skillset for positive organizational growth. GOLF relates the sales process cycle in a memorable experience and lays Leadership foundations for success.



## Eliminating the Silos

A client's perceptions of non-fulfillment of promises can have a devastating effect on a business. Multiple silos within the organization, coupled with poor inter-office communication, can doom the company's long-term solvency. In this interactive session, business leaders and stakeholders will learn how the process of effective communication and education can be vital in the company's longevity.

## Combating Conflict

Conflicts among team members can derail a sales organization quickly creating a culture of negativity if not properly addressed. Combating Conflict will equip the sales manager with proven conflict resolution techniques resulting in the continued development of a culture of positivity based on trust and respect.



## Marvelously Meaningful Meetings

Are your team members excited about attending meetings...or are they viewed as a requirement for employment? One size does not fit all when it comes to facilitating team meetings. In this session, Greg exposes attendees to the various types of organizational meetings and guides them through successful design, implementation and facilitation of each. Now is the time to ELEVATE your Meetings!