



Revalant
Consulting and Recruiting
EXPERIENCED, PROFESSIONAL, COMMITTED



GENERATIONAL SALES TRAINING AND LEADERSHIP THERAPY

Imagine a proven and independent sales leader meets with your salesperson/people and actually listens to their key obstacles. One who will weed out the noise, does not accept their excuses and will truly find out why they are not achieving their goals and maximize potential. Our program will help your team to develop a method to meet more customers and identify where they are in the buying process, maintain relationship alignment, build credibility, and engage in meaningful dialogue throughout the sales process and beyond. No longer can a company rely on a standard cookie cutter approach to sales training. **Generational Sales Training** is designed to work with millennials, while supporting generation X and Z.

Our training approach is simple.

- Specific to your company and industry.
- We listen to individual needs and key observations.
- We identify specific obstacles that prevent success.
- We ask questions of meaning for clarity.
- We design a simple plan to implement and measure success.

At the core of our individualized approach “**we start and finish with a common goal, win more and win better**”. Generational Sales Training will give your team the ability to prepare and connect with your target corporate business and buyer, ask the right questions, listen to understand their business challenges and be the solution. Your salesperson will learn to create more effective sales emails, have more success calling leads, and connect with people making purchasing decisions in a way that leads to more closed business. Your salesperson will win new clients, better clients and win more often.

Revalant **Leadership Therapy** offers one-on-one coaching, training and development for managers, directors, vice presidents, officers and owners. We have extensive experience in working with companies that range from a start-up to some of the most influential companies in our industry. Our affordable and custom approach works within your budget.

Revalant Leadership Therapy allows you to:

- Find a professional and confidential outlet to discuss company needs, issues, and goals
- Develop, prepare and deliver on your company strategic plan
- Discover new methods to be more effective in achieving goals
- Develop communication techniques with various generations
- Create a roadmap to success

Our Leadership Therapy provides powerful insight and new skills to attain success. **Our goal is delivering on your vision**, for your organization to add value and believe in your plan.

- Ideal for various levels of leadership – From Manager to Office
- Seeking a highly interactive experience
- Practice & apply using real-life situations
- Conversations with design and value
- Coaching support between sessions

For more information, contact us at the information below. It's quick, easy, and gets you started on a path to proven success.
For more information and to schedule a meeting, please give us a call.

CONTACT US TODAY

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Revalant's award-winning executives and managing partners have over 30 years' experience in hospitality services and related industries. Revalant provides an expertise in developing sales organizations which sell into the Fortune 1000, Global 500, vertical market expansion, and strategic small-, mid-, and large-markets. Members of the Revalant team are experts in the area of millennial workforce integration, IT systems implementation, operational excellence, recruiting, business development, lead generation and strategic sales management. Revalant aims to assist small to mid-sized businesses that are looking to improve various aspects within their company. Revalant tailors their approach to each company's specific needs by isolating key areas for improvement and creating a strategic plan to address and improve these aspects. The creation of a strategic plan is just the first step in the process. Revalant will walk you through the careful implementation of the strategy in order to ensure that changes are made effectively and efficiently.

Our advisory service includes a comprehensive consultation to help identify any gaps and opportunities within the various segments of your organization. We will provide a detailed report which will include a multi-faceted project plan with schedules, timelines, milestones, and a cost and ROI analysis. Revalant's consulting services also offers a suite of quality products that will ensure that you and your company achieve your goals quickly and smoothly. That is how we ensure your success.

REVALANT

Recruiting | Executive Leadership | Project Management | Acquisitions & Evaluations
Technology & Software | Operational Alignment | Sales & Marketing | Remote Sales Professional Services
Generational Sales Training and Leadership Therapy

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