

SALES SOLUTIONS

What makes our sales approach successful is that it's *cross-disciplinary*. We leverage our experience as attorneys and professional speakers and principles of the Harvard Law Negotiation Program as well as our careers in sales leadership roles.

On average, our clients see an increase in success by 15% to 25% within 30 days.

Our Process

1. We meet with corporate leadership to understand desired outcomes, needs, and challenges.
2. We develop a playbook for success based on our findings and create an outcome-driven, performance-based offer to help you determine how to move forward.
3. We customize deliverables, which can include huddles, motivational seminars, training workshops, and sales mentorship.

Sales Training Workshops

We teach workshops for sales executives, reps, and marketing/sales students on:

- Psychology of Persuasion
- Storytelling
- Rejection & Objection Handling
- Meeting Management
- Scripting, Emailing & Calling Strategies
- Questions as Influencing Tools
- Pain, Pursuit & Proposal
- High-Performance Mindset

Executive Sales Accelerator

Our Executive Sales Accelerator is for founders, entrepreneurs, executives, and sales reps. Our seven-module proven sales system includes:

1. The science behind language and the psychology of persuasion
2. Messaging hacks for emails, calls, voicemails, and text messages

3. Rapport building, active listening, and discerning subconscious cues
4. How to ask questions to uncover needs and influence action
5. Storytelling the value prop, the company story, and client success stories
6. Objection handling, meeting framing, and follow-up techniques
7. Closing and trial closing strategies

Student Executive Mentorship Program

We offer executive mentorship for college and graduate school students as well as for people interested in sales careers and becoming business owners.

Outcomes & Impact

We guarantee outcomes. We help sellers increase their confidence, book more meetings, and close more deals. If we don't, we will provide wrap-around follow-up coaching and support until we do.

Student Testimonials

- [Jerison's Journey](#)
- [Haleem's Journey](#)
- [IMPACT Students Journey](#)