

# High Velocity Prospecting Workshop

OCT 29,  
2019

Break Through Your Limiting Thoughts and Beliefs.  
Earn What You Are Worth.



- Are you more at ease building relationships with customers instead of trying to close the sale?
- Do you find yourself procrastinating or doing busy work when you should be prospecting?
- Do you ever feel uncomfortable when you have to call someone on the phone?
- Do you spend too much time gathering information before contacting clients?
- Do you hesitate to ask for referrals?

If you answered “yes” to any of these questions, then *High Velocity Prospecting* is for you. It is a research-based, immensely practical workshop created for sales professionals who:

- want to grow income and personal wealth
- have big sales and career goals
- want to be more confident when prospecting
- want to stop feeling so uncomfortable when prospecting
- are ready to re-charge their sales careers
- need to recruit in order to grow their sales teams

## During This One Day Workshop You Will...

- ✓ Find out what specific types of sales call reluctance hold you back from achieving your highest potential.
- ✓ Learn how to replace your limiting thoughts/behaviors with a framework that supports greater sales success.
- ✓ Be inspired and motivated to re-focus your efforts, zero-in on your goals and increase your momentum.
- ✓ Learn simple strategies you can implement immediately to start performing at a higher level and continue improving long after the workshop is over.

## Meet Your Instructor

**Kim Beckett, the Sales Call Reluctance Coach** has trained thousands of sales professionals on how to accelerate their success by overcoming their call reluctance. She received her sales call reluctance certification in 2005 and is passionate about showing others how to ignite their sales careers through confident prospecting.

One-Day Workshop & Lunch  
Only \$499

To register, visit  
<https://hvpworkshop.eventbrite.com>

Registration Deadline: Oct 22  
Seating is Limited!

Greater Delray Beach Chamber of Commerce, 140 NE 1<sup>st</sup> Street, Delray Beach, FL 33444  
[www.Beckett-Consulting.com](http://www.Beckett-Consulting.com)