

Keynote, Workshops & Seminars <Short Version>



Keynote

Everybody Sells!™

This keynote will educate, inspire and entertain even the most sales-skeptical audience. Tiffanie identifies with and engages the audience with inspiration and stories that will make them realize they are not alone when it comes to feeling less-than-successful when it comes to selling.

Workshops/Seminars (3 hrs - 1 day)

Selling Like a Pro as a Non-Traditional Salesperson, ALSO called: Selling Professional Services: The Win-Win Approach

This is THE powerhouse seminar for the most sales-reluctant professionals, who do not consider themselves a "salesperson". The **non-traditional salesperson** may include, but not be limited to: consultants, attorneys, bank personnel, customer service representatives, accountants or any group of people who recognize that if they had a more proactive approach to their business development efforts, they could be more productive, successful and fulfilled.

Sales-Influence for Non-Traditional Salespeople

In this interactive and informative workshop, Tiffanie shares her insights on what selling is all about and how important it is for all positions with the company or organization to have a clear understanding of how to sell, even if "sales" is not part of their official job description. Tiffanie's philosophy is Everybody Sells! -- She caters to non-traditional salespeople and helps them become more sales-focused, proactive and influential in the sales process. She feels C-level management of companies are the mascots especially for the <non-traditional> salespeople of their company.

Breakout Sessions/Lunch-N-Learns (60-90 minutes)

10 Steps to Make Networking Less Painful & More Productive

The highlights are the 10 Tips, which if done as "steps" and in sequence, even the most hesitant introvert will be well prepared and successful at the next conference, business social or casual meetings. Participants will create their USP- unique selling proposition too!

Women Rock!: Influence, Balance & Success

What woman WOULDN'T want to have powerful and positive influence over her personal and professional life? Participants will learn to prioritize and "sell" their ideas, how to maximize their "Me" time and identify personal goals, clarify professional goals and create an action plan for success.

Marketing is Moot if You Don't Understand Your Sales Process

Selling is the misunderstood stepchild of marketing. Clever marketing is great, but if sales skills are lacking, then marketing dollars are not maximized. This session offers a proven formula and practical ways to "sell" without feeling like you're selling.

Cross-Selling Made Easy: Win-Win for All

Cross-selling is a powerful tool when it's well understood and properly implemented. A lot of business is often left on the table when cross-selling doesn't happen. Participants will learn what cross-selling IS and IS NOT, the different channels to approach, actually how to cross-sell, what to listen for and actual techniques that can be exercised immediately.

Sharpen Your Business Communication Skills

Interpersonal communication is a necessity in the business world. We all are familiar with the communication cycle, listening, non-verbal signals, etc., but how often do we dedicate an hour or so to dissect it and understand how we can become better business communicators in this busy world? This workshop will do just that!

Customer Service With a Twist

Everybody should be reminded of the importance of first impressions, sharp communication skills and how to effectively deal with difficult customers, but also how to focus on growing the business from existing customers using cross-selling and up-selling techniques and out-smarting the competition.

Create Powerful Referral Sources

Everybody loves referrals as a way to gain new business. But what are referral sources? Who are they? How do you find them? Then, once you find them—what next? We'll set a plan in place to make the referral process work better in order to generate new business.

Book Tiffanie today for your next business meeting, conference or event!