

# SKYROCKET YOUR SALES PERFORMANCE: *HOW TO UTILIZE THE MINDSETS, RITUALS, AND ROUTINES OF WORLD CLASS PERFORMERS*

No matter what your sales system is or how rich your pipeline might be, if you're not implementing the habits that elite performers use regularly, your ability to execute and close sales will always be limited. In other words... you will underperform.

Finding leads, qualifying leads, following up, and servicing clients depletes us of our two most precious resources – time and energy. Filled with stories, stats, and actionable steps, Alan will share how to maximize both time and energy, as well as teach 3 strategies for Living Present (“Be where your feet are.”):

1. Move to the next play
2. Control the controllables
3. Trust the process



This program is critical for anyone who wants to improve his or her sales performance. In this session, Alan teaches the most effective way to skyrocket sales performance by:

- Shifting your mindset (your goal is to solve, not to sell)
- Becoming a world-class listener (telling is not selling)
- Consistently creating quality touches (sales is a high contact game)



“Alan Stein, Jr. has graced the Institute for Excellence in Sales stage on numerous occasions and was a huge success every time. His message is inspiring, thoughtful and action-driven. The IES attracts the top sales performers from around the globe who are looking for ways to take their game up a notch. Alan was a perfect speaker to make this happen.”



**Fred Diamond**

Co-Founder of Institute for Excellence in Sale



## ***WOULD YOU (OR ANYONE YOU KNOW) BE INTERESTED IN LEARNING MORE FROM ALAN?***

Fill out our Speaker Request Form or you can connect directly with Michelle Joyce, Director of Events, at 704-965-2339

**BOOK ALAN NOW**

You can also follow Alan here for a daily stream of resources:

