

Speaker title:

Power of Selling through Influence & Impact

Description:

Power of Selling starts the moment you step into a room. Learn the principles to build positive influence and impact when you meet someone for the first time, set the stage to earn trust, and create a future “yes” when you get to the Ask.



Capture attention that goes beyond features and benefits, uncover the power of listening and pacing to develop purposeful engagement. By practicing these principles and tools you tap into your personal power and sell with authenticity and confidence without being too pushy or over-bearing.

You and your team will learn:

1. Three (3) POWER sentences to increase the value of your product or service
2. The significance of PLAY to craft innovative solutions to attract more customers
3. The PURPOSE of listening and pacing skills to increase trust between you and your prospects to gain their attention and interest

BIOGRAPHY:

Janet is a natural born leader who has spent her entire career in the sales industry. Her cumulative experience with selling POS systems, directing non-profit programs, and high-tech recruitment have given her a well-developed sense of all the nuances of sales and how to accelerate them. She has been instrumental in boosting sales and productivity with media affiliates such as KBAY/Mix 106.5 San Jose and Comcast. Janet is a Distinguished Toastmaster, SV Chamber Board Member, Women’s Networking Alliance Chapter President, National Speakers Association Academy member, and a contributing author for the book “Manifest Change”.

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