

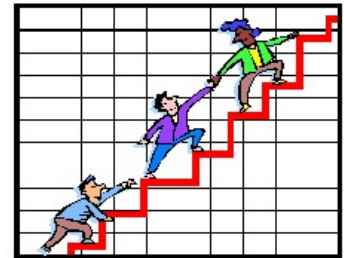
Relationship Selling Strategies

Paramount to the Success of Every Sales Person

The **Relationship Selling Strategies Program** develops flexible salespeople who can successfully adapt to any selling situation. Participants will first identify their own selling style and then learn how to recognize, adapt, and sell to the different buying styles. This event is fun, improves attitudes, self-confidence, motivation, sales effectiveness and your bottom-line. This program is customized for your event from four to sixteen hours in length.

Key Benefits

- Optimize time spent prospecting and selling
- Create positive selling attitudes
- Learn techniques to establish rapport
- Fine tune your ability to sell to different buyers
- Improve relations with associates and customers
- Motivate and challenge your salespeople to grow
- Increase sales and bottom-line results



How Others Have Benefited

“Ellen’s high energy level and dynamic personality, make her exceptionally effective at boosting performance.” - *Supportkids.com*

“Discovering how to communicate with and motivate each salesperson has proven to be valuable to our bottom-line results.” - *CB Commercial*

Ellen A. Miller, founder of TEAM Performance, serves her clients by maximizing individual and team bottom-line performance through breakthrough communication strategies. She utilizes her skills as a communications coach, national trainer, consultant, speaker and author to produce amazing results for her clients. Ellen has worked with 3M, Samsung, Enron Transportation and Storage, Boise cascade and numerous other companies. She is the author of “Make It A Big Day.”

Together **E**veryone **A**chieves **M**omentum



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