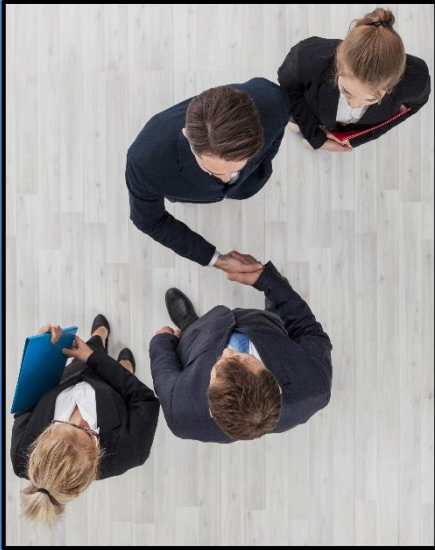


# The Fear-Free Prospecting & Self-Promotion Workshop®

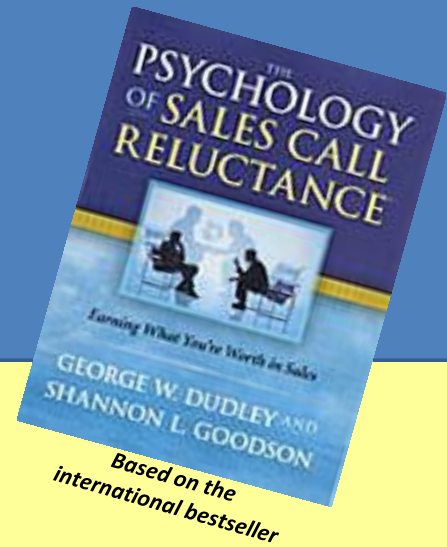
*A unique, credible and effective 1 ½ day program for front-line sellers*



The hesitation to initiate first contact with prospective buyers on a consistent daily basis is responsible for the failure of more competent, motivated, capable salespeople than any other single factor. **Nothing else even comes close.**

The Fear-Free Prospecting & Self-Promotion Workshop® is an intensive, counteroffensive on the emotional barriers that keep talented, motivated professionals from earning what they're worth.

**No Platitudes. No Tricks. No Gimmicks.**



## Workshop Includes:

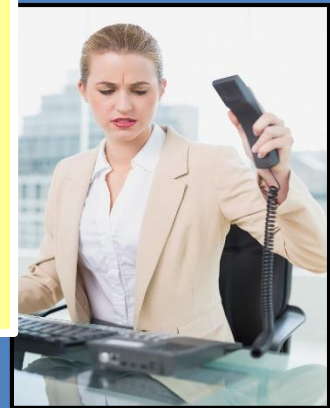
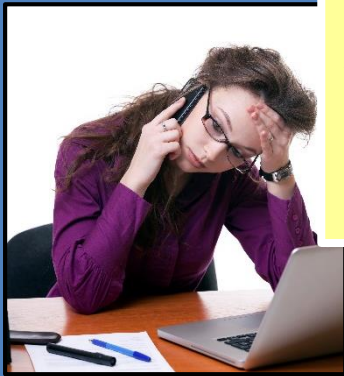
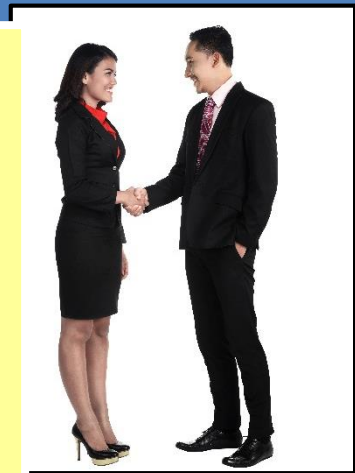
- Comprehensive pre-workshop diagnostic assessment with SPQ\*GOLD®/FSA™
- Active learning workbook, extensive handouts and support materials
- Personal copy of “The Psychology of Sales Call Reluctance®”
- Personal Prescription Profile™ of powerful corrective techniques
- Post-workshop progress monitoring



## Are You Looking at the Face of Sales Call Reluctance®?

### *Just a few of the tell-tale signs...*

- You spend more time making excuses than making contacts
- You're always "putting out fires" instead of prospecting for new business
- You perennially lack new clients "in the pipeline"
- You put all your energy into email pieces or other forms of indirect contact
- You repeatedly invest in training and self-help materials that don't produce results
- Your production always seems to lag behind the level you feel you're capable



## Does It Work?

- The Fear-Free Prospecting & Self-Promotion Workshop® has been fully validated by pre, post and other research designs.
- It is the only program of its type, and has consistently been rated by sales professionals in many countries as among the best workshops they have ever attended.



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