

Should you take SALES advice from someone who hasn't sold in 10 years?!?

Meet the "Boots on the Ground, Phone in Hand" - Sales Coaches:

Sales Chops: 100+ Cold-to-Close sales connections per week
Favorite Quote: *Your Prospects are counting on you to find them!*

Dianna Geairn is a Hired Gun sales executioner. Top-tier agencies and influencers rely on her for prospecting and closing deals.

Creator of The Irreverent Sales Girl, she is the champion of salespeople who go out and make it happen every day - no matter what!

With over two decades of sales success, her articles have been featured on Salesforce.com, KiteDesk, Linked Selling, as well as her own popular blog www.isalesgirl.com.



"The SellOut Show - Live - breathes new life into old training methods!"



Sales Chops: Ride Alongs and Cold Calls with Sellers
Most Overheard Saying: *FEAR is a LIAR!*

Shawn Karol Sandy founded The Selling Agency after thriving as a standout playmaker in her sales career.

She leverages those good, bad, and even the embarrassing lessons to teach and train modern sales pros how to articulate their value and successfully differentiate their offers to earn customers' trust.

A featured guest on many sales podcasts and industry blogs. Shawn also writes a weekly blog, *The Pipeline*, specifically for sales practitioners looking to stand out from their competitors.



KEYNOTES

that will ROCK your WORLD

The Solid SIX Blueprint:

What would it mean to your sales team if they knew you were truly investing in their careers and their financial success?

Give your sellers the blueprint for moving from a 5 figure income to a solid 6. In this session, Dianna and Shawn guide your audience to create a framework for the skills and leadership that will not only drive revenue but also advance their growth in your organization. Sellers who believe that they are an investment and see future opportunities within your organization will perform higher and stay longer - which is the ultimate goal of a successful sales program.

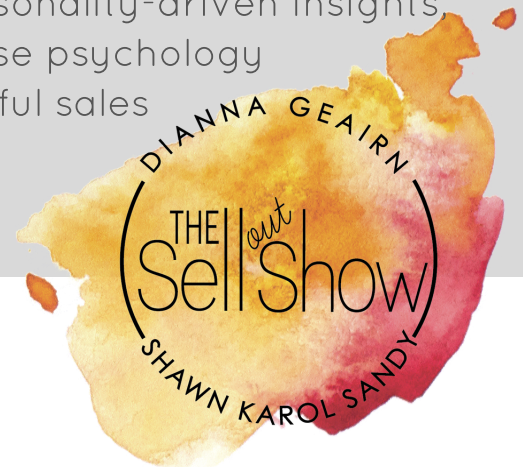
The 1440 Principle:

The biggest predictors of success for sales professionals is knowing *how* and *where* to spend your time. Each of us has the same 1,440 minutes in a day. So what makes one seller more successful than another?

Prioritization of time and energy.

Yet, this enormous forecaster is rarely ever a focus of training or skill development. So where do sales pros learn how to improve?

This jam-packed session is full of time hacks, personality-driven insights and keys to block and tackle sales activities. These psychology driven principles create stronger, longer successful sales habits that translate to stronger pipelines and faster sales cycles.



KICKASS SALES TRAINING & KICKOFF MEETINGS!

*Think, "Skill Development".
Not "Product Training"*

The Great DO OVER -

We break down real sales flops from real salespeople and reconstruct a winning sales scenario with input from the audience. Creates incredible engagement and participants deeply connect with the process.



Yes, They ARE Ignoring You -

Your messages are lame and boring . . . but so are your competitors. We reveal the best ways to truly capture your buyers' attention on the phone, email, or in person. REAL ways to improve your skills and rise above the competitive noise. Sellers can implement these ideas TODAY!

Robots Are Boring People -

How do you balance "personality" without creating "personas"? What part of YOU really connects with buyers? How much transparency and authenticity is needed to earn trust? Sellers learn how to navigate the new expectations of prospective customers

*"Dianna & Shawn
keep your team
engaged &
energized!"*

Could You Sell To Your Grandma?

Find out why the BEST SDRs, BDRs, and Account Executives truly believe they could sell their product to their Grandma. We share the 3 key qualities that rising sales stars consistently demonstrate to propel them toward their goals and advance their careers.

Ask about intensive Breakout Sessions & Workshop Experiences that CRANK up Energy and Results!



GET STARTED HERE - "NO FLUFF" MEETING PLANNER

Set your team up for success by creating an experience that lights them up, gets them invested and moves them to strive towards shared goals!

Key messages and vision that need to be shared?

Critical outcomes for next 12 months?

What EXPERIENCE do you want your team to leave with?

What BEHAVIORS do you want them to change or adopt?

How will you include sessions that create peaks and valleys of intensity, education, humor, and fun?

How will you prep attendees before event & reinforce training after?

How are you going to make this the most memorable, successful sales event ever?

Call For Available Dates 901.410.0016 or sk@TheSellOutShow.com