

## Marc Wayshak

Sales Strategist & Best-Selling Author

**High-Velocity Selling in Today's Marketplace.** In today's technology-saturated world, information is readily available. The dynamic rate of change in business has changed everything for prospects—not to mention for the salespeople who hope to win their business. This new environment creates tremendous opportunity for those with the right strategy to dramatically increase sales.

As Marc shares in this data-driven and science-based program, winning the business of well-informed prospects requires a distinct strategy, a repeatable process and a clear plan to execute with commitment and passion. If salespeople are not selling at high-velocity today, they are moving backwards.

In this highly interactive program, participants will:

- Understand the 3 traits of all superstar salespeople that can easily be emulated and applied
- Learn how to separate themselves from the competition
- Use a powerful system to close sales more quickly and with greater frequency
- Develop a playbook of prospecting activities that ensure participants hit sales goals

Takeaways of this program include:

- Maximize the outcomes of sales efforts without increasing effort
- Specific scripts that participants can apply immediately to sales interactions
- Develop a clear day-to-day plan for achieving sales goals
- Fully understand an easy-to-apply yet fool-proof system for selling

As a result of attending this program, participants will:

- Close more sales than ever before
- Increase current average sale's transaction size
- Sell more frequently to current clients
- Know exactly how to achieve sales goals

**Sales Management.** Developing a high-velocity sales organization is no longer just as simple as keeping your salespeople motivated and well-paid. In today's highly dynamic market, companies must develop a formal process to create a highly effective sales culture.

As Marc discusses in this groundbreaking program, every top-performing sales organization has a clear but diversified sales strategy, an ongoing process for attracting top talent, and clear accountability metrics.

In this program, participants will learn how to:

- Attract, hire and motivate A-player salespeople

- Use and teach a powerful system to differentiate from the competition
- Increase the prospecting output of their existing sales team
- Develop key accountability metrics to ensure the success of their sales team

As a result of attending this program, sales teams will:

- Close more sales than ever before
- Increase their average sale's transaction size
- Sell more frequently to current clients
- Develop a specific strategy to achieve sales goals

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