



# Connie Kadansky

Professional Trainer • Speaker • Author



STRATEGY • STRUCTURE • EXECUTION

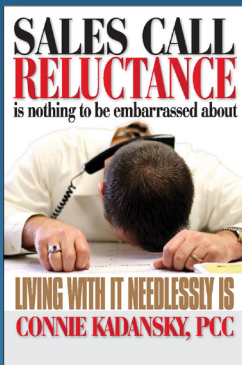
## Why Hire Connie?

- Connie is the only one in thousands of sales speakers who has a **proven solution** for the **#1 reason** why salespeople fail or stay mediocre: **Insufficient Prospecting Activity**.
- Consistently gets high ratings from sales conferences: **"This was the best 'how-to' session at the conference"** is not an uncommon statement.

- Hits to the **heart of success** in selling: **if salespeople are not prospecting, they are not selling.**

- Connie is able to explain the concept of **"Thought Realignment"** in terms that salespeople understand how it applies directly to them and their selling.

- Participants leave **inspired and encouraged** with practical ways to move forward because they designed their roadmap in her program!



"The Call Reluctance Program is the only one that assesses then provides a complete program to understand and address the individuals training needs. Incredibly valuable to any sales manager!"

— Stacey Gross, Regional V.P.

"After attending her seminar and just two coaching sessions, Connie helped me overcome my sales reluctance to close a sale with a new client that will result in \$4,500/year+ in net profit. Her expertise and gentle coaching style are invaluable!"

— Julie Kern, CPA, CFP®

"I hired Connie shortly after taking on revenue and P&L responsibility for the company. The result was growth in revenue and a return to profitability for the first time in seven years!"

— Lindsay Miller (Mr.) MBA, CISSP, MCSE

## How much is Sales Call Reluctance® costing your company?

**Prospecting for new business** is more important now than ever before. Here are the **3 most important things** your salespeople will take home when you book Connie:

- 1 **Confidence** to address the most important component of selling: **Prospecting**.
- 2 **Solutions** for the reasons they are **not more successful** selling your products or services.
- 3 **Knowledge** that veterans, as well as rookie sellers alike, can use to truly overcome their **Sales Call Reluctance**.

Participants will learn these 7 vital points to set more appointments and close more sales:

- 1 Preparation tips for Fearless Prospecting.
- 2 How much Call Reluctance is costing them.
- 3 Steps to take for more Profitable Prospecting.
- 4 The 4 Steps to Overcome Sales Call Reluctance.
- 5 Whether they are suffering from Sales Call Reluctance.
- 6 Which of the 12 types of Sales Call Reluctance is holding their career hostage.
- 7 How to develop Unshakable Confidence for new business development activity.

## Who is Connie Kadansky?

Connie Kadansky is the President of Exceptional Sales Performance, an international sales training and coaching practice. Connie is a member of National Speakers Association and Global Speakers Federation. Connie has a proven track record in diverse industries: financial services, insurance, real estate, banking, print media, software, public broadcasting and executive search. She works with clients throughout the world.

See Connie in action at [exceptionalsales.tv](http://exceptionalsales.tv)

Book Connie Today! 602.997.1101  
or email [connie@exceptionalsales.com](mailto:connie@exceptionalsales.com)  
Visit her website: [exceptionalsales.com](http://exceptionalsales.com)

