

As an entrepreneur and owner of a number of highly successful businesses, Jackie knows how hard it can be to maintain a healthy business while also keeping the sales funnel full. These presentations are designed for business professionals (lawyers, accountants, designers and dentists etc.) who own but are not officially trained in sales but need to sell the services they provide.

Selling for the Non-Sellers The Top 10 Mistakes to Avoid When Selling

Never thought you would be in a position where selling yourself, the work you do and the services your company provides would be a mandatory part of your job?

Yet here you are, stumbling and frustrated trying to gain more customers and increase revenues?! This enlightening presentation is ideal for non-savvy sales trained professionals (lawyers, dentists, accountants, business owners, designers, engineers etc.) that need simple methods to confidently and comfortably generate income and grow their businesses.

Sharing her simple but extremely effective tips and techniques to help you significantly build your comfort and confidence, the reigning superstar of selling Jackie Rainforth will provide you and your teams with strategies that you can implement immediately to rev up your revenue. Discover the common mistakes and pitfalls that have been working against you and walk away with modern yet simple and effective tips and techniques to build better relationships, receive more referrals, foster better quality leads and significantly grow your business with ease. Join us for this valuable experience so that you and your teams will finally know how more effectively meet the needs of today's customer and gain more repeat, loyal, and long-term clientele. Achieve real success NOW and in the future. Let Jackie take your sales performance from stalled to unstoppable.

Mastering Personal Performance Personality is the Key to Profit

Do you want the secret to selling much faster and more successfully? Every advantage is needed today to succeed in selling. This not very well-known course is your secret weapon to sales success!

This presentation will reveal simple yet powerful and insightful techniques to help you gain a significant competitive advantage. Discover how to quickly identify personality styles and motivational triggers that prompt people to buy so that you can achieve faster sales results and greater profitability. As a professional who needs to sell themselves and their services, this is the one sales course you need to take!! Learn how to create conversations and presentations that directly target the specific buying needs of your prospect or

Do you have a topic you would like covered? Jackie will customize her content to meet your specific needs or create a customized speech based on your requested subject matter. Let's chat....



customer. Filled with many advantages to outsell and outperform your competition, you will expand your emotional intelligence while vastly improving your competence to read customer needs more efficiently and effectively, while achieving the astounding sales success you are looking for. Based on personality profiling, this presentation is fun and engaging, filled with valuable takeaways to keep your sales funnel full and significantly grow your business.

Nail your Networking and make it Pay!

If you've ever thought your networking just ISN'T working, this is the presentation for you!

Making new contacts, building relationships with current ones, all this is crucial to today's sales process. There is a strategy, however, to really rocking your networking events and securing the leads and referrals you crave. You must learn to immediately build trust and credibility and, in this valuable session, selling dynamo Jackie Rainforth will show you just how it's done!

Learn how to develop and effectively implement your signature "power intro" to captivate prospects and engage them in those key conversations that will ultimately lead to sales openings. Ask the right questions designed to maximize networking referrals. Stop spending your time merely talking and turn all those networking occasions into income-generating opportunities!