

Her superpower is helping companies and their sales teams close more deals by empowering them with simple yet modern sales techniques. If you are needing to outsell and outperform your competition and need takeaways that can be immediately implemented to increase your sales and grow your business, she can customize any presentation to meet your needs, or simply choose from the ones listed. Gain the competitive advantage and take your team's results from stalled to unstoppable.

## Selling Has Changed – New Sales Strategies

Are you and your team frustrated, not getting the sales results you used to? Finding it harder to access customers and to close a deal?

It's true; the business landscape has changed drastically. What used to work in is no longer as effective. As the dynamics of selling continue to change in our rapidly evolving business world, so must your strategies if you want top sales results. Thanks to easily accessible online information, your customer base is more educated than ever before; prospects are more discerning, even distrustful. Instead of those old-school, steamroller techniques, today, a savvy, intuitive selling approach is the key to success. Achieving peak performance is dependent upon your ability to understand your potential customer's mindset; gaining your prospect's trust is key.

Learn how selling has changed and the modern yet simple techniques and strategies to effectively overcome today's resistant and hard-to-reach and slow-to-decide customer. This presentation is for anyone in selling who wants to become more successful in today's business environment.

## Differentiate to Elevate

Are your sales lagging? Is your competition eating your lunch? Are you spinning your wheels not getting the results you need?

As the dynamics of selling continue to change in our rapidly evolving business world, so must your strategies if you want top sales results. With so much competition vying for top position in today's business world, your ideal strategy is to stand out from the crowd the best way you can. If you're searching for that competitive edge in sales, then Jackie Rainforth is the speaker for you! In this dynamic, entertaining presentation, you'll learn to think outside the box and come to see your business from an entirely new point of view.

Discover innovative ways to outsell and outperform the others in your field as Jackie helps you to define your unique selling proposition while identifying and focusing on that distinctive niche that's perfect for you!

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...



## The NEW Power Purchasers

Did you know that women drive 70-80% of all purchases? Did you know that Millennials look for very different things when purchasing?

Discover how to tap into these unique and powerful groups of purchasers and how they differ from the traditional male boomer.

- Learn how their habits, behavior, thought processes, purchasing triggers and preferences are very different when making buying decisions.
- Discover the selling techniques, approaches that work best with the each gender.
- Learn about the customer service expectations to maximize sales and best serve these influential groups. Understand their roles with online shopping, the importance of peers, and mobile devices.
- Discover the situations to avoid that cause the most frustration.

Women and Millennials are more influential and powerful than ever before when it comes to selling. Uncover the unique personalities, lifestyles and purchasing habits of these emergent and power new purchasers and maximize your sales opportunities.