



Presents:

Seven Secrets of Difference Maker Selling

Learn the seven secrets that distinguish good salespeople from the best sales performers. In this program, you'll learn the secrets of the top 5% of all salespeople, and what you can do to achieve rock star sales status...all while making a difference in yourself and those around you!



In 90 minutes you'll learn:

- A unique approach from an unlikely source that will TRANSFORM the way you approach prospects
- A way to NOT be treated or seen as a typical salesperson and put in "Vendorville"
- How to take away sales pressure and CLOSE twice as many deals
- How to build immediate and lifetime loyalty from customers who will become your RAVING fans
- How being authentic will change how you look at the world and make you more money in the process

"Will, I wanted you to know that this class is by far the best training I have received as an employee of Farm Credit."

— Torie Hardee, Marketing Specialist

** We actually wrote the book on this one. Participants can get an autographed copy of the book **Six Secrets of Sales Magnets**, which turned ordinary salespeople into extraordinary salespeople!*



Presents:

Networking Like Your Job Depends On It

It's an age-old truism that it's not what you know, it's who you know. But to go deeper, it's even more important to focus on who knows you. Find out what you can do (and what not to do) before, during and after networking events to capitalize on connections and grow your business exponentially.



In this 90-minute program, you'll learn:

- The cardinal rules of networking and why you don't want to BREAK them
- One thing you can do before a networking event that will make you THE SUPERSTAR guest
- How to remember everyone's name even if you SUCK at it
- The best way to make yourself the person everyone WANTS to get to know
- What to do AFTER the event that will LEAD directly to sales success
- And much more

"Since taking your class on networking, my production numbers have been off the charts!"

— Matt Findley, Loan Originator



Presents:

“I’ve Got Too Many Qualified Referrals,” Said No One Ever!

While this may seem too good to be true, learn how to easily turn on the referral faucet for a steady stream of non-stop referrals for your business.



In this 90-minute program, participants will learn:

- The three biggest MISTAKES people make when developing referral partnerships
- The four ways to CHOOSE the perfect referral partners
- How to CREATE a referral generating SYSTEM
- The simple 5-step process to MAXIMIZE qualified prospects
- How to make your best customers your BEST referral sources WITHOUT asking

“...the direct and focused manner in which you tailored this event allowed us to cut straight to the meat of the material.”

— Gregory Claybaugh, Relationship Manager



Presents:

4 Easy Ways To Shave 5 Hours Off Your Work Week*

Never have enough hours in the day to get it all finished? Would you like to increase your productivity AND go home on time for a change? Wouldn't it be nice to have the time to do the things you REALLY want to do?



In this 90 minute interactive program, you'll learn how to:

- Identify and ELIMINATE your time traps
- Master the "GET IT DONE" sheet even when your day blows up
- Use 3 PROVEN strategies to make the most of your calendar
- Tame your email in 3 EASY steps
- Be the MOST productive you have ever been

"The email system is amazing! That alone has saved a TON of time. Now I can focus on the things that make me and my staff more productive and we are really turning around this quarter! I was so impressed; I recommended this program to several other departments and even my boss."

- Mark Bernecker, Managing Partner; RanstadUSA

** Chris and Will actually wrote the book on this one. Participants can get a copy of their e-book, **Time Sucked! How to rock your productivity AND get your life back!***



Presents:

Sure-Fire Ways To Zap Procrastination, *Eliminate* Distractions & *Conquer* Indecision

Are you finding ways to do anything OTHER than that project you are supposed to be working on? Perhaps you constantly get distracted by - LOOK SQUIRRLE! Maybe you are stressed about an important decision and want to learn a process that not only gives you clear options but ones you feel good about.



In this 90-minute interactive program, you'll learn:

- 6 "Lackeys" and why they keep YOU stuck
- 7 simple techniques to PUNT procrastination to the curb
- 4 ways to ELIMINATE distractions to boost productivity
- 3 things you need to do to make REGRET-FREE decisions
- 3 powerful tips to get MORE WILLPOWER

"As a result of the program, my business has already grown by 10 % in just a few weeks. AND most importantly, I have shortened each work day by least an hour a day. I spend that new-found precious time on MYSELF!"

- Bonnie Cauthorn, Principal; Design Source Inc.



Presents:

Habits: How To Make 'Em And Break 'Em

Do you want to make some new habits stick, like making those dreaded sales calls? Maybe you want to get rid of one that keeps holding you back? Maybe you don't even know what habits are making AND breaking you?



In this 60-minute program, you'll:

- Know and understand the 3 parts of any habit
- Be FLOORED when you learn the one game-changer for all habits
- Create your own UNIQUE way to address your most stubborn habit
- Learn the KEY to creating habits that leads to more productivity at work and home

"RefuseOrdinary's counsel reduced our personal stress and made our business vastly more profitable. I was so pleased with the results with management that I brought them in to work with the entire staff."

- Dan Gasink, Partner, Johnson, Gasink & Baxter; LLP