

JEFF C. WEST

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Keynote Address Takeaways *“A Guided Tour of Finding Your Why”*

- Sales Leaders gain clarity on the important role of the “Sales Tour Guide”
- Sales Professionals gain an understanding of how key moments of impact change their direction and how to use that to create acceleration and momentum
- Your entire team will emotionally link their family success to their career success
- Spouses become more supportive of your team member.

Workshop Takeaways *“Growing Your Sales With Give and Gain Meetings”*

- Participants grow their referral based business
- Participants become *The Person Of Influence* in a referral network that is dynamic, consistent and productive

Workshop Takeaways *“The Self Guided Tour of Sales”*

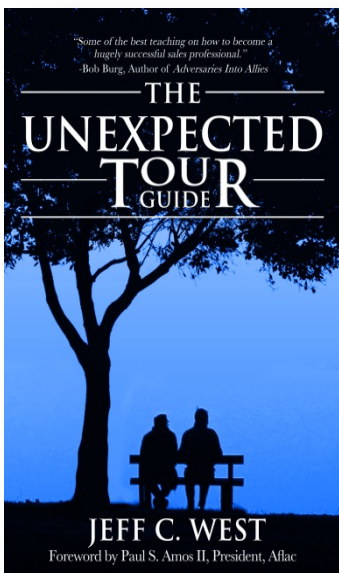
- Participants are taken on a series of “journeys” based on the book, *The Unexpected Tour Guide*
- Participants will understand successful sales philosophy, goal setting and activity planning
- Participants will come away understanding the value proposition they bring – and how to best communicate that value



Jeff C. West is an entrepreneur with over 32 years experience in sales, sales leadership and business ownership. He has coached and led sales teams in multiple industries and has been one of the top sales leaders in the nation with a Fortune 500® Insurance Company. His ability to connect with an audience will inspire your sales people, your sales leaders and their families.

Workshop Takeaways *“The Sales Tour Guide”* *Sales Leadership Course*

- Sales Leaders gain clarity the importance of their role as “The Sales Tour Guide”
- Sales Leaders are learn strategies that equip them to be more effective in their role
- As a result – team retention increases



JW
THE SALES TOUR GUIDE®