

JEFF C. WEST

AUTHOR, SPEAKER, SALES AND SALES LEADERSHIP COACH

Fusion Points®

***Generate Lasting and Profitable Partnerships
In Business and Life***

Keynote Address

“Fusion Points®: Finding Your Why”

- ***Sales Professionals*** gain an understanding of how to generate their personal Fusion Points®, giving them outrageous persistence
- ***Sales Leaders*** gain clarity on the importance of generating Fusion Points® to create team retention.
- ***Your Entire Team*** will emotionally link their family success to their career success

Workshop

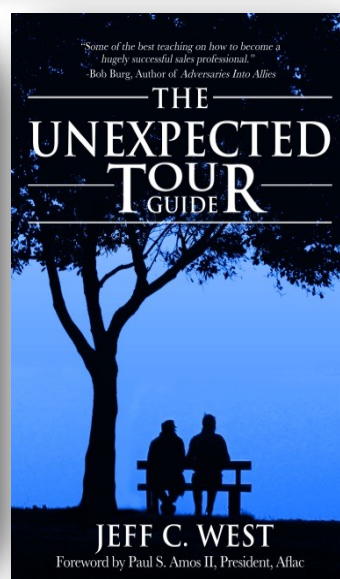
“Fusion Points®: Give and Gain Meetings”

- **Participants** generate loyal customers and enduring relationships
- **Participants** grow their referral based business
- **Participants** become *The Person of Influence* in a referral network that is dynamic, consistent and productive.

Workshop

“Fusion Points®: Self Guided Tour of Sales”

- **Participants** are taken on a series of “journeys” based on the book, *The Unexpected Tour Guide*
- **Participants** learn sales strategies that increase their retention in the career.
- **Participants** will come away understanding the value proposition they bring – and how to best communicate that value



Workshop

“Fusion Points®: Sales Leadership Course”

- **Sales Leaders** gain clarity the importance of their role as “The Sales Tour Guide”
- **Sales Leaders** are learn strategies that unite their sales team and create fruitful partnerships
- **Team retention** increases



**Keynote Addresses
Workshops
1 On 1 Coaching**

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.

Contact Jeff
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