

**\$5,000 to \$10,000**

**Bill Acheson**

**Nonverbal Communication and Body Language for Sales Professionals**

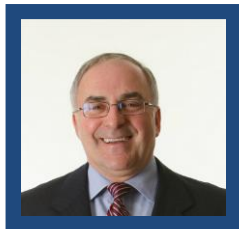
Would you like to know when a prospect is ready to buy, even before he or she does?

Would it be of value to read a handshake, understand what a client's posture has to say, or demonstrate your own personal authority without saying a word? Could you increase sales through a better understanding of nonverbal communication? The answer is "Yes!" Nonverbal communication is more than reading and interpreting body language. It accounts for more than half of the meaning in any face to face encounter. To make sales or understand a prospect or client, you can't afford to leave half the meaning to chance.

Bill Acheson is an expert in nonverbal communication. As a faculty member of the Department of Communication at the University of Pittsburgh for over 20 years and as a professional speaker since 1994, Bill has spoken to thousands of people across North America about how to use body language to communicate more effectively.

In his presentations, Bill will teach you to Learn enhance your own body language as well as how to understand the hidden messages sent by your prospects and clients. Discover how your appearance, posture, gestures, facial expression, eye contact, voice, touch, and even smell impact your ability to sell successfully.

Video: [Advanced Body Language](#)



**Jan Hargrave**

**\$5,000 to \$10,000**

**Nonverbal Communication: The Secret Language of Success**

Jan teaches you the ways in which your body communicates to the world around you. Her information could help you to "read" your customers, your family, your students, your associates, in fact, everyone around you. She describes all the "hidden messages" you use in your everyday life and shows you how to stop the lies and uncover the truth—in any conversation or situation. Discover the advantages needed to make in-depth character assessments during negotiations as well as an increased ability to form more successful and rewarding relationships.

Nonverbal communication—"Body Language"—often communicates a different message from the spoken word. It's a scientific fact that a person's body gestures give away his true intentions. Actually, over ninety percent of all face-to-face communication is nonverbal; thus, the silent messages of the body often reveal more than the spoken word in conveying true feelings and attitudes.

In her presentations, you will discover the advantages needed to make in-depth character assessments during negotiations as well as an increased ability to form more successful and rewarding relationships. You will learn to recognize dishonesty gestures in others, read the buyers' key nonverbal signals, pinpoint sales resistance and turn it to your advantage.

Video: [Actions Speak Louder Than Words](#)



**Sandy Modell**

**Under \$5,000**

**Seeing What They Say! Teaching Professionals the Art & Science of Nonverbal Communication**

Communication is part ART and part SCIENCE. With 35 years of experience in the financial services industry, Sandy Modell has demonstrated his knowledge of the art. As an adjunct professor teaching Communication in a large university he also understands the science. Let Sandy's unique combination of business sales and academic experience help you learn to convey a stronger, longer lasting message to your prospects and clients.

Non-verbal training allows us to improve our interpersonal skills and develop better understanding of whether a message is resonating with a recipient or meeting resistance. At the end of Sandy's presentation, participants will be able to understand the messages provided by posture and movement, read and send credibility signals, and create positive buying environments.

Video: [Nonverbal Communication](#)



**Sally Hogshead**

**\$30,000+**

**Discover How the World Sees You: Your Fascination Report Will Define Your Unique Advantage**

Over the past decade, Sally's research has uncovered surprising trends. In today's distracted world, people have a 9-second attention span. With only 9 seconds to communicate value, we must use our advantages to immediately break through. Sally teaches how to break through the distraction and competition by creating moments of intense focus. When you fascinate a customer or employee, you create exciting moments of connection. Your listener is far more likely remember to and value you.

TODAY, YOU HAVE A CHOICE: - Either have the biggest marketing budget, or, be the most fascinating. If you have the biggest budget, great. But what if you don't? What if you're a small business, or an entrepreneur launching a new company? What if you don't have money to burn? Then you need to fascinate.

In her program, Fascinate, Sally will show you why fascination is the black magic of marketing. You'll go on a journey through culture and creativity, exploring why Jägermeister is the most popular brand nobody likes, and how a man's elbows can predict his income. Next, you'll go inside the seven ways to fascinate. She will spell out the system to spellbinding, so you can harness this instinctive force and turn it into a massive competitive advantage. Finally you will learn how to build a better brand message in an hour. This practical and tactical how-to section will give you the steps make anything fascinating.

Video: [Your First Look Inside How the World Sees You](#)



**Scott Schwefel**

**\$10,000 to \$15,000**

**Helping Organizations Leverage New Communication Strategies to Increase Sales, & Productivity**

Scott Schwefel teaches large conference audiences how to communicate in full color, using the Insights Discovery System. His programs are very engaging, funny and encourage brilliant connections to occur throughout the rest of the events when he speaks.

Perfecting your "Art of Selling" starts with self-awareness. The single main reason a sale falls through is because your sales training does not take individual strengths and weaknesses into account.

Understanding the individual is as important as the process. Whether you are face to face with a customer or on the telephone with a potential prospect, understanding how you communicate will make all the difference and help close the sale. Insights Discovery programs teach salespeople how to recognize type, and truly understand how to develop lasting and productive client relationships.

In Scott's Increasing Sales and Client Satisfaction presentation, he will help you increase your revenue, reach your sales goals, become a better negotiator and create better relationships with your clients.

Video: [Financial Advisor Social Media Training](#)

