

Selling

Join in a night of retelling stories of fifty years of sales experience, and still counting.

Subjects will include:

- Never call the other person's baby ugly
- Why won't they return my calls?
- Positioning your product or service
- Listening skills
- Reaching the "C-Level"
- Selling the invisible
- Waving the magic wand
- Never give up, never give up, never give up

We will cover these and other important basics in selling strategies.