

tamarabunte

AMERICA'S #1 SALES COACH

PRESENTS

PROVERBS FOR SELLING MASTERING SALES

THROUGH PROSPECTING, REFERRALS, & DISCIPLINE.

Inspire your sales team to take consistent, intelligent action to build their prospecting pipeline. They will learn how to take a classier approach to prospecting new clients and follow-up skills to actually get call backs. This presentation is all about having an execution strategy. What do you say on the fourth voicemail when you've called an interested client three times and they haven't called you back? How do you get the decision maker to actually call back and want to talk with you? How do you maintain a positive mindset while waiting for your commission checks? Your team will close more sales, and your leaders will increase compliance and productivity.

When your team members use TAMARA BUNTE's best innovative strategies necessary to sell in today's business environment, they will be able to:

- ✓ Ask and obtain vertical referrals...The classy way
- ✓ Execute their sales strategy to close more deals
- ✓ Implement the 7 secrets of selling to influence buyers
- ✓ Get a 96% call back rate using voicemail
- ✓ Win over classic objections and get the prospect to want to buy
- ✓ Economy-proof your business and become a true sales professional instead of an order taker
- ✓ Win people to your way of thinking and create systems for your success

Proverbs for Selling is destined to become a classic. Delightfully wise and truly inspiring, Tamara Bunte has broken new and important ground in the field that feeds the world."

KEVIN HOGAN, AUTHOR
The Psychology of Persuasion

ADDITIONAL PRESENTATIONS

YOU DON'T NEED
A MARKETING BUDGET
you just need a phone

YOU CAN GET REFERRALS
without a big network

YOU DON'T NEED AN
EXPENSIVE CRM
to be organized

PROSPECTING

Who do you contact after you've called all of your sales leads? How do you define money-producing activity? How do you organize your contacts so you can close more sales? What do you say to that person you met 8 months ago and want to get an appointment? Stop trying to sell people that will never buy and learn how to ask questions that establish your value. Implement Tamara's newest innovative strategies:

- Know who to call, when to call and what to say to win business.
- Sales Statistics (networking, referrals, cold calling, etc.) – Success ratios and how to convince people to buy from YOU.
- Get Organized – Master paper and technology so you aren't a professional paper shuffler.
- Don't become a professional visitor. Establish value so your prospects invite you in for a meeting.
- Create a follow-up structure so your prospects are positioned to buy.
- How to revive a dead lead.
- Ask smarter questions that lead to prospects deciding and buying.
- Words to Avoid – Understand how sales people talk prospects OUT of an appointment.
- Prospecting is making new friends. Become a professional friend finder!

REFERRALS

Persuasion is the process of getting your customers to associate the act of “not buying” to the feeling of pain. Do you know how to influence your clients to persuade their friends to buy from you? Referrals have nothing to do with the salesperson or their product/service—and everything to do with whether or not you will make your clients look good to their friends. Learn to gain leverage so that referring you becomes their burning desire!

- Convert one sale into multiple sales – the easy way to get referrals.
- Discover how to create an environment in which the right people seek you out!
- Ask for and win vertical referrals the classy way – from every client.
- Position yourself to be referred up and make the client excited about referring you.
- Learn how to get a 100% call back rate on referral business.
- Create a referral form and triple your business.
- Overcome the dreaded response, “I’ll have them call you.”
- Get multiple referrals from every client and convert them into business.
- Get what you ask for – and ask for more!

DISCIPLINE

Do you believe your current income is as good as it's going to get? Do you procrastinate? Is your energy level based on what the economy is doing or what YOU are doing? Learn to create a future worth living for and unlock the mental distractions that hold us back from becoming the best version of ourselves. Get a mindset makeover! Have you ever met an enthusiastic failure? Apply the book of wisdom to your sales career and master your approach to deadly distractions. Each team member will discover these takeaways:

- Incorporate Power Words – Learn influence techniques to control the emotions of your clients.
- Gain greater power and influence over yourself.
- Nine ways to change behavior for optimal performance.
- Turn knowledge into action – max out at your potential.
- Mindset Makeover – How to achieve the goals you set.
- Changing beliefs that don't serve you. Learn how to model successful people.
- It's not about your resources; it's about how resourceful you are.
- Tap into your inner entrepreneur and master your mindset.
- The 7 Deadly Sins of Sales – Master your emotions and win at the game of selling.

“Make your passion greater than their doubt.”

-TAMARA BUNTE

TAMARA BUNTE

THE SPEAKER

Master Sales Trainer Tamara Bunte advises and consults with Fortune 500 companies, executives, managers, success coaches and sales professionals in the areas of Peak Performance, Leadership, Organizational Behavior and the Psychology of Achievement and Sales. Over the past 20 years, Tamara has excelled in the world of coaching, working with top peak performers and inspiring people to become the best version of themselves.

THE BUSINESSWOMAN

Tamara is the founder of The Institute for Advanced Results, LLC, Tamara Bunte Inc. and The non-profit Christian Business Compassion. She is a National Keynote Speaker, NLP Practitioner, Peak Performance Coach, Health Minister, Ordained Minister, Dale Carnegie Instructor, and a Trainer for Robbins Research International.

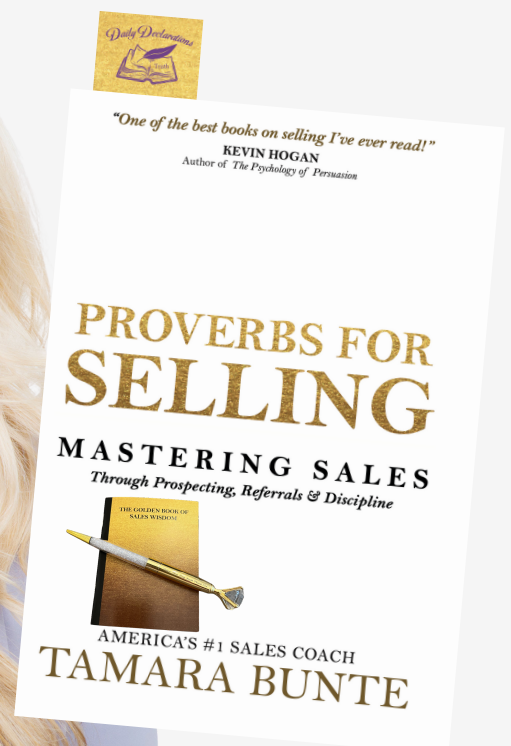
THE AUTHOR

Tamara has influenced hundreds of thousands of people with her inspiring sales presentations, and books *Proverbs for Selling*, and *The Master Key System*. She has positively changed the lives of salespeople, transforming them from order takers to trained sales professionals. She challenges people to take their sales career to the next level.

THE PERSON

Tamara grew up in Connecticut, resides in Charlotte, North Carolina and travels the country. She received her bachelor's degree from the University of New Hampshire. A proud mother to her son, Jude, & two puppies, Hugs & Kisses. She enjoys spending time with family. Tamara has a passion for coaching and loves to continually improve herself. Whether she is speaking at an event, writing, or enjoying family time, she inspires people to be the best at whatever they endeavor to become.

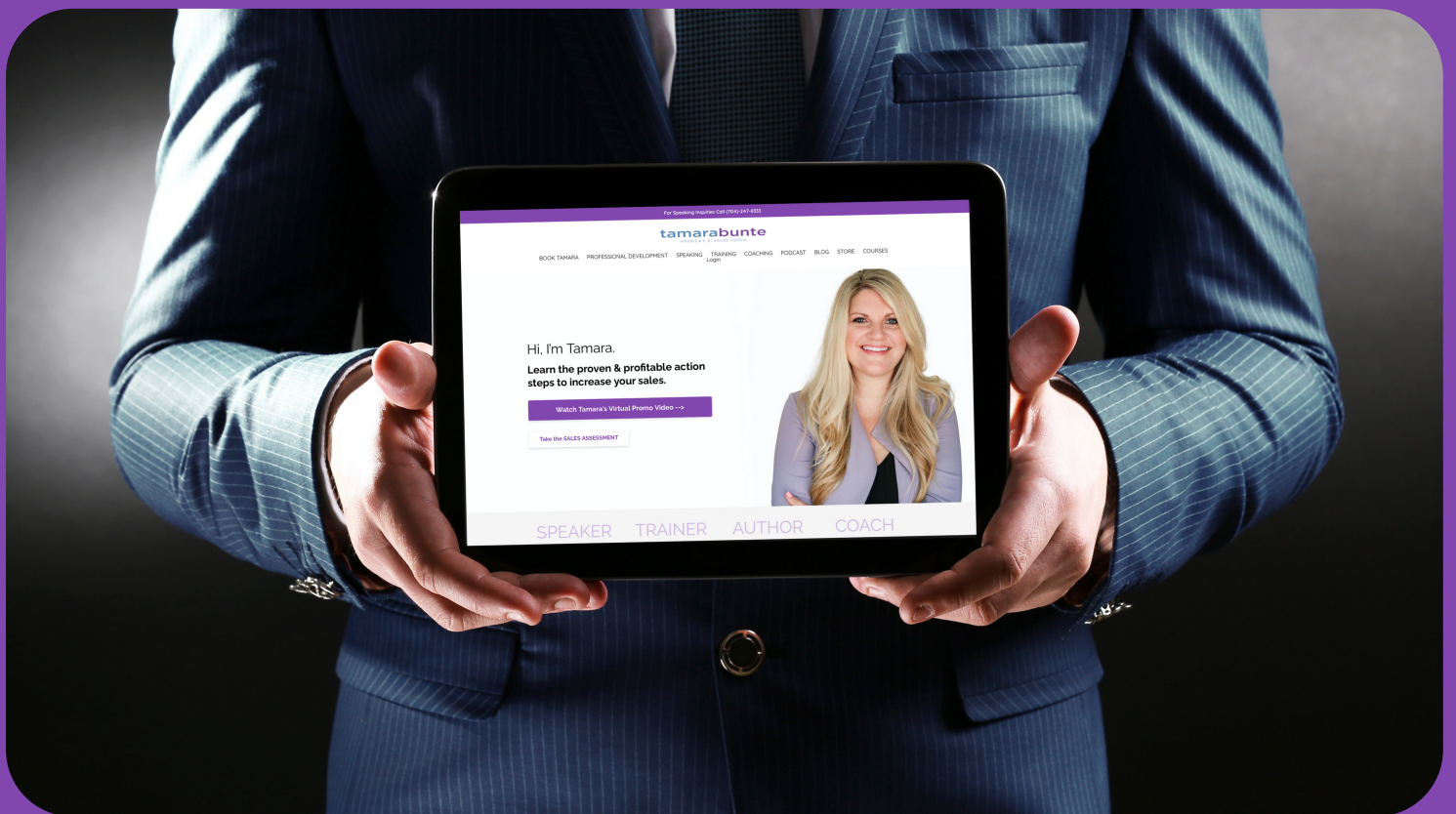
Get Your Sales Kit



Why **ORGANIZATIONS** Choose Tamara's Classy Sales Strategies

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Google Tamara Bunte Speaker & see her amazing ★ ★ ★ ★ ★ Reviews

A Speaker Who Knows The Banking Industry

"I attended a Chamber luncheon and had the pleasure of hearing Tamara present a brief overview on The Secrets of Selling – How to Make Even More Money. Great tips that only left me wanting more. One week later I was in her 2-Day Class Prospecting Mastery – Dialing for Dollars. One week after that, following her in-depth strategy for making more calls to more of my existing customer base, for more referrals, I am on track to TRIPLE my YTD production. Yes indeed, Tamara will help you 'sharpen the ax' and then some! But don't take my word for it. Call Tamara today and learn how to be even better than you thought possible in your chosen sales career. You'll thank me later."

Brady Drummond-Ryan
Atlantic Bay Mortgage

"Tamara is a breath of fresh air! I now feel and believe that I will achieve mega success because she showed me how to open up new doors that I never thought was possible. I took her two-day class and hired her for one-on-one coaching, and the fruit of my labor with her direction is paying off. Just today I received two new loans from a cold call I made because she taught me how to pick up the phone and build relationships with top producers."

Tony Garshnick
Fairway Independent Mortgage

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ATLANTIC BAY MORTGAGE

FAIRWAY INDEPENDENT MORTGAGE

MYERS PARK MORTGAGE

AMERICAN SECURITIES MORTGAGE

ASSOCIATION OF LENDERS (CRMLA)

WELLS FARGO

AND MORE...

To INCREASE SALES at
your next event, contact:

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WHY TAMARA IS AMERICA'S #1 SALES COACH

A Speaker Who Knows The Sales Industry



"It is rare to find a trainer that can impact very experienced personnel by understanding their needs and tailoring a program to make them even better."

Greg Elias, VP Sales
Halozyne Therapeutics



"It was well worth our time and money. In front of the whole group, I called two current clients and got two referrals on the spot because of Tamara's training."

John Scott
Consolidated Planning



"The Soldiers that were able to take lessons learned and apply to the real world attribute an increase in referrals, callbacks, improved prospecting analysis, confidence at accomplishing these tasks and, most importantly, improved their quality of life."

MSG (R) Michael J. Dupre
The United States Army

Tamara, just wanted to let you know that you were outstanding today. I don't think I have received so much positive feedback for any other speakers that we have had."

Daniel Zupco, President
IFF CBA

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