

# Professional Development Workshops

If you're planning a conference, seminar, meeting, retreat, or training class this year, exceed your audience expectations by providing a speaker and topic that is educational, stimulating and motivational.

Each workshop is unique and customized for your event based on the audience profile and their most critical concerns. We will inspire and motivate the audience while delivering sound actionable information that will improve their performance.

## Keynotes

- Business Success - 30 Secrets in 30 Minutes
- Top Performers - 30 Secrets in 30 Minutes

## Full Day Seminars

- 1 Day Sales Team Training
- 2 Day Sales Team Training
- 1 Day Growing Your Business
- 2 Day Growing Your Business

## Strategy Workshops

- How To Grow A Business - 6 Proven Models
- How To Develop a Leadership Driven Company
- How To Develop an Effective Business Plan

## Leadership / Management Workshops

- How To Hire the Right Salesperson and Increase Their ROI
- How To Get Promoted To Sales Management or VP of Sales
- High Impact Leadership To Increase Your Team's Success
- How To Develop a Sales Plan, Calculate Sales Quotas Accurately and Manage Sales by Metrics
- How To Launch a New Product or Service Successfully

## Marketing Workshops

- Strategic Marketing - How To Build a Competitive Advantage
- How To Develop a Marketing Plan That Gets Accepted By Management Every Time
- How To Develop a Reseller Channel or Vendor Partner Program
- Tradeshows - Successful Sales and Marketing Techniques
- How To Generate Leads for Your Sales Team

## Sales Workshops

- Sales Training 101 – Training for New Salespeople
- How To Cold Call Senior Management, Create Value and Set Up More Appointments
- How To Give Executive Briefings, Demo's and Webinar's and Win More Deals
- How To Sell To the Federal Government
- How To Penetrate Key Accounts
- How To Handle Sales Negotiations and Objections To Close More Deals
- How To Develop a Reseller Channel or Vendor Partner Program
- How To Network and Create Leads
- How To Use Storytelling, an Advanced Sales Tool
- Salesperson Time Management - How To Sell More in Less Time
- Tradeshows - Successful Sales and Marketing Techniques
- How To Create a Proposal That Makes Management Buy

## Professional Development Skills Workshops

- Gaining True Insight Through Questions
- How Can You Truly Understand If You Don't Listen
- How To Eliminate Client Objections and Resistance
- How To Persuade and Motivate An Audience
- How To Deliver Awesome Speeches and Presentations
- How To Become A Master Meeting Planner
- How To Become A Master Meeting Facilitator
- Using The Most Effective Words and Stories
- Using The Most Overlooked Written Communication
- Writing Memos and Reports That Make An Impact
- Overcoming Gatekeeper Barriers
- Promote Yourself To The Top Of Your Profession
- Be Your Clients First Call, Become A Household Name
- How You Can Become The Next Superstar
- How To Build A High Performance Team

# Professional Development Workshops

**Executive Business Advisers** is a management consulting firm specializing in business growth, sales and profit improvement.

We help CEO's increase sales revenue, profit margins, and business value by improving and optimizing their company strategy, financial health, sales and marketing.



Our objective is to help you exceed your financial goals while simplifying your workload.

## Clients call us to help them . . .

- Increase sales revenue
- Reduce sales and marketing costs
- Improve marketing return on investment
- Become #1 in your profession or industry
- Improve financial management and business valuation

## Business Growth Specialty

1. Sales
2. Marketing
3. Strategic Planning
4. Financial Management
5. Business Assessments
6. Professional Development
7. Executive Coaching and Mentoring



Best Regards,



**Dennis Sommer**  
Founder and CEO