

## **Behavior Style Selling**

### **Here is what we cover:**

- Discover Your Behavior Style Upon Receiving the Results of Your D.I.S.C. Assessment
- How Do Others Perceive You
- Learn to Better Understand:
  - *Body Language*
  - *Gestures*
  - *Pace to determine your prospect's behavior*
- Blend Your Behavior Style to Increase Sales and Shorten the Sales Cycle
- Motivate and Manage Your Staff
- Enhance Interoffice Communication
- Prepare to beat your competition
- Three Hour Course

This class is designed to teach the “**APPROACH**” to sales and should be followed by the Core Selling Skills class, which covers the “**PROCESS**” of sales.



**Your Instructor:** **Rich Rudnick, Head Sales Coach & Consultant**

Rich, the mastermind behind The Smart Sales Solution™ process, has a stellar track record of motivating others to achieving their highest potentials. Over 34 years, his experience ranges from his own highly successful sales career, to building sales teams and systems from the ground up for a variety of organizations. For Rich, the real bottom line is about people; he loves to impact lives and make a difference, one person at a time.

**For More  
Information**

**Call Smart Sales Solutions™**

**877-735-7678**

**www.smartsalessolutions.com**