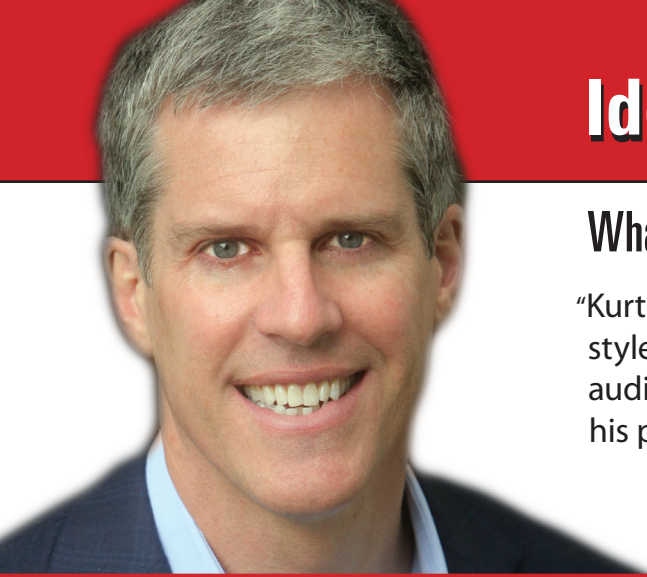


Identify★Connect★Sell



What Clients Are Saying. . .

"Kurt is a dynamic presenter. His interactive and highly entertaining style is refreshing and effective. He knows how to engage an audience and deliver actionable sales content. He packs a lot into his presentations. Kurt makes learning fun."

Judy Baker

Program Chair — Bay Area Consultants Network

Kurt Shaver

Speaker ★ Trainer ★ Catalyst

Companies hire Kurt Shaver to accelerate their sales success. Clients are typically technology or business services companies whose salespeople are challenged to produce more sales. Audiences are educated and inspired to embrace advanced Sales 2.0 techniques and technologies. With sales and executive management success at a Fortune 100, mid-sized companies, and two dot.com start-ups, Kurt has the in-the-trenches experience and high-energy delivery style that instantly earns the respect and attention of even the most seasoned sales teams.



Keynotes / Breakouts

Highly interactive sessions on a variety of topics. Sessions range from 45 to 90 minutes focusing on sales and communication techniques.

Workshops and Seminars

Greater depth and involvement with small groups. Role-plays and hands-on exercises increase retention and fun. Courses can be tailored to the needs of your organization.

SAMPLE TOPICS:

Get LinkedIn to Sales

LinkedIn is the No. 1 Social Media site for business. Its members have the highest income, education, and decision-making power of any Social Media site. Learn how to use it to win more sales.

- ★ Grow Your Professional Network
- ★ Get More High-Quality Referrals
- ★ Build Trust and Rapport Faster

Sales Fitness: Getting in Shape for Sales Success

In this entertaining talk, physical fitness serves as a metaphor for sales fitness. Members of the audience are inspired to become "lean, mean, selling machines".

- ★ Discover What Information To Consume
- ★ Learn What Sales Exercises To Perform
- ★ Determine Your Sales "Workout" Style

Confessions of a Networking Junkie

Decades before college kids connected via Facebook, Kurt was making connections in kindergarten. He has not stopped. Learn how personal relationships remain the cornerstone of success.

- ★ Get the Networking Mindset
- ★ Turning Contacts into Customers
- ★ Leveraging Social Media for Networking

"High Touch Selling for a High Tech World"

KURT SHOWS PEOPLE HOW TO:

- ★ Get found by qualified prospects
- ★ Find your ideal target customer
- ★ Get more personal referrals (the No. 1 source of leads)
- ★ Research prospects to build instant rapport and trust

Building relationships is the key to success in life, business and especially in sales. Today, people build relationships in person and online. The emotions haven't changed, but some of the tools are new. That's where Kurt Shaver can make a difference.

HIRE KURT IF:

- ★ Your sales people sell to businesses
- ★ Your marketing budget was cut but your number was not
- ★ You want your sales to generate more leads on their own
- ★ You know what to do to boost sales but you don't have the time

Creator of the **S.E.L.L. Score** (Sales Effectiveness Level on LinkedIn)



A report card that illustrates a sales team's utilization of LinkedIn



PAST AUDIENCES INCLUDE

Salesforce.com Dreamforce Conference
Kyocera
Vistage International
Sonic.net
Datacon Software
Bay Area Consultants Network
SofTech I.T. Industry Forum
Sacramento Coaches Association
Sonoma State University MBA Alumni Group



The SALES FOUNDRY

Clients Say...

"I participated in Kurt's 1-hour LinkedIn presentation and his 3-hour workshop. I was so impressed that I even hired him for 1-on-1 LinkedIn coaching. He opened my eyes to the power of LinkedIn. I now know how to find and connect with high-quality prospects."

*Bill Rutledge
Group Chair
Vistage International*

"Kurt Shaver is the best expert on sales that I know. I have attended his seminars numerous times and he puts knowledge, passion, and enthusiasm into every one. I highly recommend him for any company looking to have a top-notch sales speaker at their event!"

*Gary Lentz
President
InfoStor*

Kurt Shaver

Speaker ★ Trainer ★ Catalyst

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See Kurt in action

www.youtube.com/user/BestSalesTraining