

Signature Talk
The Core Conversations
The Fortune is in the Failure

There are many things that can lead entrepreneurs to experience the ultimate "f" word... failure. The sense of failure shows itself often in sales conversations, one of the toughest things entrepreneurs need to master. In the presentation of The Core Conversations you will learn tips on the proven strategies to make everyone you connect with feel heard and that they matter. This is the foundation of successful sales conversations. The 4 components of sales conversations are knowing your sales process, having a follow-up strategy, retaining your customers and knowing how to continue to sell to them. You will walk away with the top tips on each process to feel confident, end the hustle mode and know exactly what to say to attract the right prospects and woo them in to life-long customers!

Signature talk can be presented as:

90 Minute Keynote, 45 minute signature, 25 minute introduction

Katie Myers is the CEO of CR Conversations and an expert communication strategist. Her program, The Core Conversations, leads coaches and consultants to drive results through strategic communication. Her program teaches the four Core Conversations Processes: sales process, follow-up strategy, customer retention plan and a customer selling strategy. She started CR Conversations in 2013 and began developing the program over the 6 years she spent in the insurance industry prior to starting her business. Katie has been with the love of her life, Henry, for over 8 years and has 3 fur babies, Vinny, Theo and Greg the cat.



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