

RICHARD WILLIAM – AUTOMOTIVE OVERVIEW

www.richwilliam.com

Atlanta, Georgia, USA

404.877.8363

rich@richwilliam.com

Rich William is an eagerly anticipated speaker at automotive dealerships throughout the United States. Over the past decade he has trained, motivated and inspired over thirty thousands sales people at more than one-thousand dealerships across the country to meet and exceed their sales goals.

Utilizing Rich's personal story of tragedy to triumph as a foundation, he integrates his proven dual approach of Elite Personal Performance™ (EPP) and Integrity Selling™ (IT), which provides sales people with the tools critical to achieve their full potential.

Rich William offers his acclaimed ***Bounce Training Program*** on-site at dealerships throughout America. His patented ***Personality Selling System*** has transformed the results of individual sales people by enabling them to identify and translate intricate customer buying signals, rarely taught or mentioned in traditional sales training, into more sales and higher commissions.

Rich's philosophy focuses on the inner (mental) and outer (mechanics) game of selling.

Seminar topics include:

- How to Develop a Massive Sense of Urgency
- Reaching for 100% of your Potential
- Becoming the Best You Can Be
- Taking the Brakes off and Slamming the Accelerator of your Personal Productiveness
- A Guaranteed Way to Increase you Closing Percentage
- Developing an Achievers Mindset
- The Art of Self-Discipline
- Basics and Fundamentals of Great Automotive Sales Excellence

- Keeping a Fresh Mindset for Each Customer / Learning Not to Pre-judge/Pre-qualify
- Mastering the Art of Closing
- Handling Objections like Pro
- Finding your Why and Turning it into a Driving Force
- Capturing the Power of the Present Moment to Increase Time Effectiveness
- Defining your Purpose, Mission, and Vision
- Becoming Unstoppable and Never Letting No Stop you
- Do More to Be More Through Clarity and Conviction
- Understanding Buyers Types and Adjusting your Communication
- Making Disappointment, Delay, and Rejection Your Friend