

RICHARD WILLIAM – Sales Results Training
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Rich William's Sales Results Training (SRT) has educated, motivated and inspired tens of thousands of sales people in corporations across America. Utilizing his personal experience with overcoming enormous physical and mental challenges, Rich lays a solid foundation of understanding the inner mental game of selling before integrating his deep seated knowledge of what it takes to be the best of the best. Sales people come away enriched, empowered and ready to take the lives and careers to the next level.

**STRATEGIES AND SYSTEMS TO INCREASE SALES
PERFORMANCE**

- Trust Through Commonality
- The Critical Importance of Integrity
- Personality Selling System
- Sensory Selling System
- The Power of Perpetual Momentum
- How to Avoid Getting in a Rut

- Getting Out of a Rut
- Connective Consultative Selling
- Selling Through Listening
- Making the Phone Your Friend
- The Ingredients of a Magnificent Presentation
- The Habits and Discipline of Excellence
- Eloquently Handling Objections
- Artfully Closing the Sale
- The Power of Optimism
- The Discipline of Getting Things Done
- Maintaining a Beginners Mentality
- Mindset Management™