

SELL MORE! OVERCOME SALES CALL RELUCTANCE

Learn how your attitudes and
belief system impact your ability to sell



Bring Your Referral Source to the Embassy Suites on Oct. 10th

11:30AM Registration and Networking | 12:00 Lunch and Program

1601 Belvedere Rd | West Palm Beach, FL 33406

During this powerful session, you will:

- Discover the three critical behaviors of great self-promoters
- Find out how much sales call reluctance costs you
- Learn the #1 secret to success in sales
- Understand the most common types of call reluctance agents and lenders share
- Identify the behaviors that keep you from earning what you are worth



Kim Beckett

Area Sales Manager, Fifth Third Bank

Kim is a state certified CE Instructor for real estate agents and has recently partnered with the RAPB+GFLR to train over 150 agents on sales call reluctance. As a producing sales manager, Kim knows first-hand how easily sales call reluctance behaviors can creep into your day. Kim is a passionate leader and engaging speaker who is dedicated to helping others be more successful.