

MIKE LIPKIN

RESEARCHED MOTIVATION AND PERSUASION

Become “The One”

How to Consistently Hit Your Sales Targets and Turn Clients into Passionate Promoters.

Today, excellence is the new mediocrity. Even being outstanding may not be enough. Only Preeminence counts. That’s when you become the benchmark by which all others are judged.

Learn from international motivational speaker and researcher, Mike Lipkin, techniques for building relationships, gaining trust and delivering the “wow” with clients. He’ll share tactics for making clients loyal by becoming their most valuable resource. Specifically, he will demonstrate how to become a “custodian of the client’s career.”

You will also learn how to thrive on crises and generate the enthusiasm to consistently magnetize success. Lipkin will show you how to make every conversation count so that you earn the right to your client’s time. He’ll explain how to enhance your client’s confidence in you by building a powerful personal brand. You’ll also discover how to captivate your clients so you differentiate yourself from the crowd.

In this fascinating program, participants will:

- Learn how to merchandize themselves as a uniquely valuable resource
- Learn how to sustain their passion and focus so they perform at their best every day
- Learn how to help clients extract the right perspective from crises
- Understand how to market their services more effectively by understanding their client’s values
- Learn how to strengthen their relationship through every conversation
- Learn how to make clients want to talk to them by giving them what they want
- Learn how to deliver results through highly effective follow-through

See what North America’s best companies have to say about Mike’s contribution to their success. <http://www.mikelipkin.com/testimonials.php>

Call Mike on 416-917-6007 to learn how to empower your people to consistently hit their sales targets and turn clients into passionate promoters.

