

CONTRIBUTE



JILL KONRATH

Today's Buyers Expect More.
The Game Has Changed.
Are Your Salespeople Ready?



WHO IS JILL KONRATH?

Growing up, she spent her summers searching for 4-leaf clovers and agates. For her entire career, she's been on a relentless quest to find out what works in an ever-changing sales environment. She always finds what she's looking for.

At Xerox, she was a top-performing rep who qualified for multiple Presidents Clubs. When she moved to technology sales, she was named the International Rookie of the Year. As a consultant to Fortune 1000 clients, she helped sales organizations quickly ramp new product sales, driving millions in additional revenue.

Today Jill is an internationally recognized sales expert. An in-demand speaker. The author of three bestselling books: Agile Selling, Selling to Big Companies and SNAP Selling.

She's an unstoppable force. A trend-spotter. An experimenter who's focused on sales acceleration and optimization. A simplifier who hones on key leverage points. An instigator who challenges sellers to move from good to great.

Jill's expertise has been featured in Forbes, Fortune, BusinessWeek, Inc. Magazine, Entrepreneur, NY Times and the Wall Street Journal. She's appeared on ABC and Fox News. She's been hailed as the top sales thought leader, most influential sales expert and most innovative sales blogger in the world. In 2012, she was inducted into the Sales & Marketing Hall of Fame in London.

More than anything, Jill is a conduit of fresh sales strategies, practical ideas and uncommonly good sense, wrapped with humor and humility.

JILL KONRATH HAS WORKED WITH



If you want to grow your sales exponentially, Jill is your answer.

Kevin Herrig, GSI Inc., CEO



OPTIMIZE ME!

How to Be Insanely More Productive & Have Fun Doing It

Do you feel like you're always busy, yet never getting enough done? In this much-needed session, you'll find out why your current way of working actually fractures your focus, stresses you out and impedes sales success.

You'll discover potent research-based strategies and rock-solid action steps to boost selling productivity and escape the busyness trap. As a bonus, you'll also activate your best thinking—which leads to faster sales cycles, shorter ramp times and more closed deals. Mastering these new strategies is crucial for sales success and sanity in the Age of Distraction.



ACCELERATE YOUR SALES

Fresh Strategies for Selling to Today's Customers

What does it take to capture the attention of crazy-busy prospects and get their business? This session kicks off with a highly engaging improv role-play featuring Jill Konrath as your targeted buyer in which she showcases a typical "day in the life." Within minutes, you'll "get" why you're having trouble – and be open to new strategies.

You'll discover new approaches for capturing your prospect's attention and setting up meetings. You'll find out how to simplify the complexity that drives prospects to a screeching halt and become an invaluable resource customers are willing to pay more for. You'll learn how to ensure relevance and maintain momentum. Filled with real-world examples, this session is a game-changer.

IT'S ALL ABOUT YOU

Creating the Ultimate Customer Experience

How can you stand out from the crowd and close more deals? This highly engaging keynote focuses on the mindset and skillsets needed to turn yourself into an indispensable resource your prospects can't live without.

You'll learn how to disrupt the status quo, energize buyers into taking action and create new opportunities out of thin air. Better yet, you'll expand the flexibility and fluidity of your own thinking – ensuring that you never run out of good ideas to help your clients and prospects. When you capitalize on these new strategies, competitors won't have a chance.



CREATING THE BEST POSSIBLE EXPERIENCE

Want to maximize the positive impact of your event? Work with Jill to zero in on your objectives, spark learning and keep momentum going.



Jill can create promo videos to drive attendance



Interview Jill and share with attendees



Give Jill's books as gifts; hold a book signing



Leverage Jill's content to reinforce key messages



Use Jill as an incentive prize for winning reps/teams



Create post-session challenges to ignite change



Got other ideas?

Jill is always open to fun new ways to ensure your event is a success.



I can safely say that the training you gave us had a better return than any other investment we made in our entire business this year.

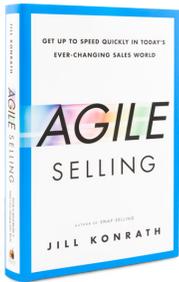
Keith Sheardown, Bombardier



Jill conducted 3 seminars for our salespeople. All were resounding successes. If you get the chance to work with her, you'll be impressed.

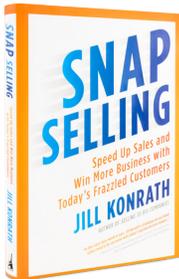
Sandra Enach, IBM

#1 AMAZON BESTSELLERS AWARD-WINNING BOOKS



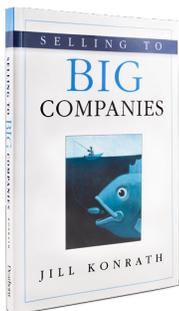
AGILE SELLING

Sales is more complex than ever before. Discover how to develop your learning agility so you can succeed even with all the constant changes going on around you.



SNAP SELLING

Prospects are crazy-busy and make SNAP decisions that determine your fate. Learn how to become an invaluable resource, accelerate your sales process and close more deals.



SELLING TO BIG COMPANIES

Find out new strategies for cracking into bigger accounts -- even when no one answers the phone and your voice mail and email messages get no response.

FEATURED IN

Forbes

FORTUNE

WSJ

The New York Times

Inc.

Entrepreneur

Bloomberg
Businessweek

abc NEWS

FOX
NEWS
Channel

“

We wanted a dynamic, thought provoking sales leader to give a stimulating presentation to our very experienced sales team - and Jill did exactly that and more. In short, we had high expectations and she managed to exceed them!

Randy Byrne, Malvern



JILL KONRATH

To book Jill Konrath for your next event, call 651-429-1922 or email Jill@JillKonrath.com.

For more videos and downloads from Jill, go to JillKonrath.com.

While you're there, check out Jill's numerous free sales resources, read her blog and sign up for her newsletter. You're guaranteed to enjoy it.