

I'm Really Not A Salesperson

INCREASE YOUR INCOME • STAY MOTIVATED • WORK SMARTER

THEN THIS HABITS OF TOP PRODUCERS TRAINING IS FOR YOU

- ✓ How to feel energized and more confident on the phone
- ✓ How to uncover client needs quickly and prevent objections from derailing the sale
- ✓ How to properly qualify prospects and shorten your sales cycle
- ✓ Closing techniques to bring clients to a quick decision and prevent unnecessary follow-up
- ✓ Tips for developing a top producer mindset to keep yourself motivated



April is a results-driven professional Sales and Leadership Coach with over 25 years of marketing, sales, and leadership experience across multiple industries. April started her own lead generation agency in 1997 with a mission that was ahead of its time – to create an agency that was focused on driving revenue. She grew from a one-person home-based business to a leading agency known in New England and beyond for working with both sales and marketing leaders and their teams to develop realistic and measurable strategies and goals. She is known as an encourager and motivator who can set goals and develop the roadmap necessary to achieve them. Because she ran her own business for 25 years, April has expertise in lead generation, referrals, sales, coaching, and managing teams to thrive as well as creating a company culture where people are “all-in.” April is also a gifted perspective changer with a personal mission to help people believe in themselves and become who they were created to be.