

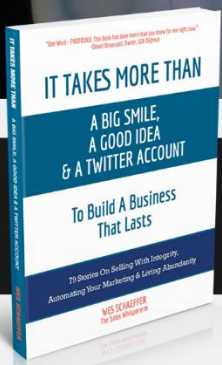


1 Sought-After Speaker

and

2 Presentations That Will Move Your Attendees!

The Art Of The Close



It Takes More Than...

An honest and inspiring “rubber-meets-the-road” look at what it takes to succeed in business and in life in today’s always-on, a l w a y s - c o n n e c t e d, celebrity-crazed world. It’s an eye-opening and heartfelt keynote detailing how get it done without coming undone at the seams.

Powerful Message:
Why are you the best?

Delivered Powerfully:
How to shout from the roof!

Delivered Consistently:
How to stay on course.

TAKEAWAY MESSAGE: *If you want to achieve true success and fulfillment in business, you must deliver a powerful message in a powerful manner consistently.
 That Takes More Than A Twitter Account...*



There are two types of sales: The easy ones and those you don’t get. Learn the science and the art of selling today, including the new ABCs, which are not your father’s “Always Be Closing.” The professional sales person is needed now more than ever, but our roles have changed.

Focus On The Opening:
So you don’t have to close!

Structure vs Content:
Our roles have changed!

Follow-Up:
It’s vital...and it’s killing you. Do it right!

TAKEAWAY MESSAGE: *Selling is a dirty word, but only for the ill-informed. Sales is the straw that stirs the drink of business. Learn the proper way to sell today and you’ll know why it’s called The Art Of The Close™!*

“Through your entire presentation I was engaged. You made everyone laugh, you told pertinent jokes and you really brought it all together to align with our business specifically. It was definitely more than your typical hype and motivation. It really was a full session of new and dynamic techniques that our staff has put into place and as a result we have already seen an increase in sales.”

~TINA FINN, Author, Owner of “Inner Power Living”

Breakout Sessions

In addition to delivering a keynote speech at your event, Wes makes himself available to present a breakout session. This session must be scheduled the same day as the keynote speech. For information on this value-added offer, please contact Wes' office.



Fix Your Follow-Up Failure

You don't have a traffic issue, you have a conversion problem. We're all guilty of it: we chase the "low hanging fruit" while those that did express an interest—and WILL buy if we stay in touch—are ignored so we let our better-prepared competitors steal them.

Key Takeaways

- Discover how much money you're leaving on the table by not having a detailed follow-up process.
- Understand the importance of creating a multi-media, multi-step follow-up sequence & create your first one during the session.



How to Hire Sales Superstars

Can you really pick the best salesperson from an interview? Do you need a team of "hunterkillers," "farmers," or a little of each? How do you handle poor performers? What is your REAL job as a sales manager? Salespeople can be a nightmare or a dream come true.

Key Takeaways

- Discover the #1 sales job of a sales manager.
- Learn how to recruit, screen, interview, test, onboard, retain, and motivate top sales talent.
- Understand personality profiles and how they can make or break your sales organization and you! Create your first one during the session.



Profitable Prospecting

Prospecting is not the most important thing your sales people should be doing, it's the ONLY thing. After this session you'll understand why I say this, how to have your people prospect properly, and your sales will grow when you get them to focus on doing the right things the right way.

Key Takeaways

- Learn the proper tools and the proper training your sales teams need to succeed and how to provide it.
- Discover the #1 reason your sales people are not doing their #1 job and what you can do about it today.



The #1 Job Of An Owner...

Why are you in business? Why do so many new businesses fail? Why do you work as hard as you do but never seem to really get ahead? The secret to your success in business has little to do with how hard you work and it has everything to do with where you focus your efforts.

Key Takeaways

- Discover the #1 role of a business owner.
- Learn the #1 goal of your #1 role as an owner.
- Learn how your "open door" policy is hindering the growth of your staff, your company and yourself.

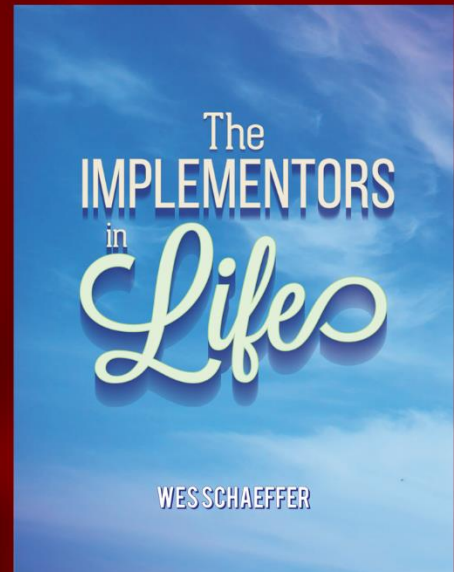
Presentation For Non-Profits & Education

The Implementors In Life - is a powerful presentation that charts a compelling route toward stirring teachers, staff, administrators, board members, and even volunteers.



It's simple to make the world a better place, but sometimes it's not easy to see how big a role we play—and how much impact we have—when we're in the day-to-day grind merely focused on "holding on." No matter what role you play in your school or

non-profit, this program will captivate and entertain you through accurate insights, first-hand experiences, revelations and confirmations. Specifically, Wes focuses on Implementation, Mentorship, and Growth, three essential but manageable pathways toward unlocking potential and exerting profound influence. Filled with inspirational anecdotes, laugh-out-loud humor, and thought-provoking ideas, this exceptional presentation challenges people to reach deep down into the heart of every student and team member—no matter how far down that is—and truly make a difference.



**IMPLEMENTATION + MENTORSHIP = IMPLEMENTORS.
YOU HAVE THE POWER TO IMPROVE TOMORROW BY IMPROVING TODAY WITH EVERY INTERACTION, EVERYWHERE, WITH EVERYONE.**

IMPLEMENTATION



The purpose of knowledge is skillful action.
It's time for action.

MENTORSHIP



"Whatsoever you've done for the least of my people..."
Help those that need a helping hand.

GROWTH



"Without continual growth and progress, success [has] no meaning."
-Benjamin Franklin

Inspiring. Entertaining. Real.

Some people were put on this earth to be under the spotlight. To put it on the line in front of demanding, discerning audiences, with high expectations and no safety net. Few speakers can deliver consistently at that level. Wes Schaeffer is one of those speakers.

"Wes' unique yet traditional approach at helping you reach your potential is very gratifying. With his warm, funny, Southern down-home spirit, he really helps YOU ignite YOURSELF! He keeps in line with some traditional sales/leadership philosophy yet brings the unique twist of truly personalizing your plan for success! Thanks!"

Jeff Kirkland, T-Mobile – Major Account Executive

"I would like to thank you for giving our staff some rock solid training. I've sat in front of some of the best, from Tony Robbins to Tom Hopkins...and through your entire presentation I was engaged. You made everyone laugh, you told pertinent jokes and you really brought it all together to align with our business specifically. It was definitely more than your typical hype and motivation. You Rock!! Thank you."

Tina Finn, Owner, ProContact Marketing

"Wes...was the speaker at our January Breakfast. A skilled speaker, Wes had the audience's full attention and provided a stimulating early morning talk. As always Wes is a welcomed addition to any of our programs and I would highly recommend having him as a speaker should the opportunity present itself."

Rex Oliver IOM, ACE, President/CEO, Murrieta Chamber of Commerce

AUTHOR / PODCASTER /
SPEAKER
#1 SALES & CRM TRAINER
#1 SALESMAN

AIR FORCE VETERAN
WORLD-TRAVELER
FATHER OF SEVEN!
MARRIED 19 YEARS & COUNTING

EXPERIENCE WHAT NORMAN VINCENT PEALE CALLED A "RARE GIFT"

Check your calendar, then contact Wes' office by calling toll-free
888.509.9837, or email info@thesaleswhisperer.com.

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