



## Sales Motivational Keynotes

### The Audacity to Win" and "Unleash Your True Power" - Igniting Sales Excellence

"The Audacity to Win" and "Unleash Your True Power" are meticulously crafted to inspire, invigorate, and equip sales professionals with the mindset and tools needed to achieve unparalleled success.

#### Keynote Elements:



### 1. The Audacity to Win:

#### **Believe Beyond Boundaries:**

Discover how audacity transcends limitations and reshapes the path to success. Through compelling anecdotes and insights, learn to challenge self-imposed boundaries and envision breakthroughs that redefine your sales trajectory.

#### **Resilience in the Face of Rejection:**

Embrace rejection not as a setback, but as an opportunity for growth. Explore strategies to cultivate resilience, leveraging rejection to refine your approach and inch closer to victory.

#### **Fearless Pursuit of Excellence:**

Unleash your inner audacious spirit as we delve into the fearless pursuit of excellence. Uncover how audacity fuels innovation, enabling you to stand out and lead the charge in your sales endeavors.

### 2. Unleash Your True Power:

#### **Harnessing Your Inner Potential:**

Discover the untapped potential within you and uncover the keys to unlocking your true power. Learn to channel your strengths, passions, and unique qualities to craft a personalized approach that resonates with clients and drives exceptional results.

#### **Elevating Performance through Mindset:**

Delve into the psychology of high-performance. Understand how cultivating a growth-oriented mindset propels you toward consistent excellence, fuels innovation, and positions you as a catalyst for positive change in your sales sphere.

#### **Instant rapport building:**

Explore the art of building rapport. Gain insights on how to win people over and make them your customers through trust and humanization. Learn how to connect with people instantly.

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## Title: Receive Sales Referrals like Rainfall

Sales referrals are undoubtedly the most effective method for sealing deals, making it imperative to allocate time and resources towards refining this invaluable skill among every sales professional. To supercharge your sales team's performance, enlist the expertise of Christian Chua, renowned for his exceptional sales presentations, such as "Receiving Sales Referrals like Rainfall"

Indeed, the pinnacle of sales success is reached when individuals enthusiastically advocate for your product or service and eagerly refer others to your offerings. Yet, the question remains: How do we inspire people to become our passionate advocates?

In this high-energy keynote, Master trainer Christian Chua will be at his best, giving minute-by-minute tips on increasing your sales by increasing your referability factor.

### Content

- What attributes make you referable?
- Transitioning into your Referability mindset.
- What actions render you 'un-referable'?
- Establishing instant and meaningful connections with individuals.
- Skillfully engaging in self-promotion during networking sessions.
- Identifying your Unique Selling Proposition (USP).
- Four primary reasons for receiving referrals.
- Finishing the session with a motivational boost to prepare the agents for sales!

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### Outcomes

- Raising the Referability factor.
- Increasing the hunter instinct
- To be able to increase leads from referrals substantially.

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