

# Southwestern Trainers

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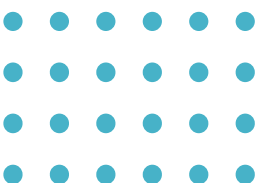
Unlock your team's next  
level of talent



# Training you can trust to transform your team.

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Whether you're looking for a one-time training or you want to build a robust training event for your organization, you need a team with the experience and the manpower to take your people to the next level. With customized solutions to help target your team's pain points, our interactive trainings can help take your group to the next level.



# OUR PROPRIETARY PROCESS

## 1 Research

We're not presumptive enough to think we know your business better than you do, so we take the time to learn the needs of your business through shadow days, interviews, surveys, and more.

## 2 Consult

We want your fingerprints all over this training, so we take our research back to your leadership team and collaborate with you to design a tailored solution.

## 3 Create

We have hundreds of modules of content, but the thing our clients love about working with us is that we tailor that content to solve their business needs. When you partner with us for training, the content will sound like you and be just what your audience needs.

## 4 Embed

We don't just "stand and deliver." Your training will be interactive to equip your team members with new habits.

## BENEFITS OF TRAINING

INCREASE PROFIT  
MARGIN BY

24%

INCREASE  
PRODUCTION BY

25%

INCREASE EMPLOYEE  
RETENTION BY

40%

RETURN ON  
INVESTMENT OF

353%



# FEATURED CERTIFIED TRAINERS

Arranged by geographic region

## NORTHEAST

Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.



**APRIL WILLIAMS**

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **North Kingstown, RI**



**JAY DESIDERIO**

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Bridgeport, CT**



**BOB MOSES**

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Downington, PA**



**KIMBERLY KELLER-JOHNSON**

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **North Stonington, CT**



**DANA POTTHOFF**

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Orange, NJ**



**MELANIE HOLSCHER**

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Zelienople, PA**



**ELIOT SPIEGEL**

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Paramus, NJ**



**STEVE LENTINI**

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Staten Island, NY**

# FEATURED CERTIFIED TRAINERS



## SOUTHEAST

Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.



### ANGIE MOSS

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from Key West, FL



### JOHN RENKEN

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from Clarksville, TN



### BRUCE POMMIER

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from Independence, KY



### KATIE HASSON

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from Treasure Island, FL



### DAVE BROWN

Professional Sales & Leadership Coach,  
Certified Trainer, Senior Partner

📍 Traveling from Nashville, TN



### MARJORIE DUDLEY

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from North Fort Myers, FL



### EMMIE BROWN

Professional Sales and Leadership Coach,  
Certified Trainer, Senior Partner

📍 Traveling from Nashville, TN



### MATT KIRBY

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from Raleigh, NC



### NANCY GRAVE

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from Mount Pleasant, SC



### TEEJ CUMMINS

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from Vero Beach, FL

# FEATURED CERTIFIED TRAINERS



## SOUTHEAST

(CONTINUED)

Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.



### OMAR IRIBÉ

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Tampa, FL**



### TONY HAGELGANS

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Nashville, TN**

## MIDWEST

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Ohio, North Dakota, Nebraska, South Dakota, and Wisconsin.



### AARON BARKER

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Mason, OH**



### BECCA GOLDSBERRY

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Indianapolis, IN**



### ANTHONY MERKEL

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **St. Louis, MO**



### BRENT WIDMAN

Professional Sales and Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Plymouth, MN**



### DAVID LINSMEYER

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Indianapolis, IN**



### STEVE HARBAUGH

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Westfield, IN**

# FEATURED CERTIFIED TRAINERS



## MIDWEST

(CONTINUED)

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Ohio, North Dakota, Nebraska, South Dakota, and Wisconsin.



### JENNY WIDMAN

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Plymouth, MN**



### WILL METSCHER

Professional Sales and Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **St Louis, MO**



### KARLA LEWIS

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Fostoria, OH**



### YVETTE MOREHOUSE

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Bennington, NE**



### KERRI TUTTLE

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **California, MO**

## SOUTHWEST

Arizona, New Mexico, Oklahoma, and Texas.



### ADAM OUTLAND

Professional Sales & Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Houston, TX**



### ELIZABETH MAHUSAY

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **McKinney, TX**



# FEATURED CERTIFIED TRAINERS



## WEST

Alaska, California, Colorado, Hawai'i, Idaho, Nevada, Montana, Oregon, Utah, Washington, and Wyoming.



### AMY DONALDSON

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Liberty Lake, WA**



### DANNY HEINSOHN

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Reno, NV**



### CARL CASANOVA

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Portland, OR**



### DIETRICH WILLKE

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Palo Alto, CA**



### CHRISTINA GRADILLAS

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Castle Rock, CO**



### GENA PARKER

Professional Sales and Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Denver, CO**



### JAY WANG

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **San Clemente, CA**



### PETER VARBERG

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **San Diego, CA**



### JUNE HAMMOND

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Pueblo, CO**



### RON ALFORD

Professional Sales and Leadership Coach,  
Certified Trainer, Senior Partner

📍 Traveling from **Seattle, WA**



# FEATURED CERTIFIED TRAINERS



## WEST

(CONTINUED)

Alaska, California, Colorado, Hawai'i, Idaho, Nevada, Montana, Oregon, Utah, Washington, and Wyoming.



### NATE ZINN

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Portland, OR**



### SEEMA BHATT

Professional Sales and Leadership Coach,  
Certified Trainer

📍 Traveling from **Denver, CO**



### PAUL LEDESMA

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Vancouver, WA**



### STEVE REINER

Professional Sales and Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Longmont, CO**

## INTERNATIONAL

Canada, Estonia



### MICHELLE WATSON

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Red Deer, Alberta, CA**



### ANDRUS ALBI

Professional Sales and Leadership Coach,  
Certified Trainer, Partner

📍 Traveling from **Tartu, Estonia**



### TAMBET TALLO

Professional Sales & Leadership Coach,  
Certified Trainer

📍 Traveling from **Tartu, Estonia**

## SALES SKILLS

- Overcoming Fear to Maximize Personal **Potential**
- Using **Social Media** to Generate Infinite Leads
- Mastering **Time Management** for Today's Workforce
- How to Create a **Lead Generation** Machine
- **Prospecting** Strategies to Get More Meetings
- **Phone Skills** to Help You Increase Sales
- Getting Past **Gatekeepers**
- Making Powerful **First Impressions**
- **Building Relationships** with Navigate™ Behavioral Selling
- Improving Sales through **Question-Based Selling**
- **Presentation Secrets** that Shorten Sales Cycles
- Capturing More Customers with **Servant-Minded Closing**
- Building a **Referral-Based** Business
- Automating **Follow-Up** to Gain & Retain Customers
- Growing Sales by Preventing & Handling **Objections**
- Utilizing **Networking** as a Lead Generation Strategy
- Land & Expand: Keys to **Account Management**

## PROFESSIONAL DEVELOPMENT

- Keys & Insights to Successful **Customer Service**
- The Art of **Exceeding** Expectations
- Navigate™ Behavioral-Based **Communication Strategies**
- Improving Performance & **Reducing Conflict** through Managerial & **Self-Mediation**
- Next Generation Marketing: Understanding **Social Media** & Mobile Technology
- Relating with the **Generations** in Today's Workforce
- Presentation Skills: Becoming a **Master Storyteller**
- Finding Your Why & Identifying Your Personal **Purpose**
- The Do's & Don'ts of **Email Communication**
- **Emotional Intelligence** & Increasing Self-Awareness
- Improve **Workplace Efficiency** with our Problem-Solving Formula

## SALES MANAGEMENT

- **Time Management** Strategies for Sales Managers
- Building **Effective Communication** through 1-on-1 Meetings
- **Leading** Effective Team Meetings
- **Recruiting** Top Performers
- Creating Results through **In-Field Training & Shadowing**
- Developing **Internal** Sales Training Systems
- Using **Incentives & Contests** to Motivate Your Team
- Keys to Holding Your Sales Team **Accountable**
- Increasing Results through Effective **Territory Management**
- Improving **Closing Ratios** by Managing Sales Activity
- Maximizing **Performance** through ECCE™ Leadership Adjustment Training

## LEADERSHIP DEVELOPMENT

- Principles of Great **Leadership** & Effective **Management**
- 10 Keys to Creating a High-Performance **Culture**
- Developing a **Goal-Oriented** Organization
- Principles of Leadership **Accountability**
- Getting the Most Out of Your **Team** with Navigate™ Behavioral Based Leadership
- How to **Multiply Time**
- **Adaptive Leadership** with The Skill/Will Matrix
- Building **Team Unity** by Creating a **Creed**
- 8 Ways to **Motivate & Inspire** Your Team
- **Constructive Confrontations** & Turning Around Under-Performers
- Leading the **Next Generation** Workforce

# TRAINING TESTIMONIALS

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“

*Thank you for being part of our National Sales Conference last week. From the sales training session to the keynote presentation, it was awesome! Speaking to a wide range of sales reps at various levels can be a difficult task...You took on the challenge, and in my opinion, knocked it out of the park.*

**Jeff E., RVP Group Sales and Training – West Region Mutual of Omaha**

“

*I learned more in 60 minutes from [my trainer] than the most recent 10 “trainers” I've been around. Thank you for your extraordinary presentation.*

**Susan H., Branch Manager**

“

*I would highly recommend using [my trainer] and [his] team to anyone and everyone. He's an excellent resource and creates an individualized program to meet you where you are and help you in all areas.*

**Matt L., Commercial Real Estate**

“

*[Our trainer] gave a sales skills presentation to my team today. She is AWESOME, and my team really got a lot out the time spent. [She] really knows her stuff, is professional, and engaging. Give her a try!*

**John W., Mortgage Leader VP, Mortgage Banking at Bank of the West**

“

*[Our trainer] spoke to our executive networking forum and hit a home run! His energy, passion, and expertise as a salesperson was evident to anyone there. He provided us with concrete takeaways that we can use and help propel each of us to the next level. I highly recommend [him] and wish we could have him speak each month!*

**Forrest W., Founder and CEO, IronTribe Fitness**

Through our simple, trilateral methodology, we help you grow your revenue, improve your team productivity, and scale your workforce. This tested and proven approach will grow your team to be highly skilled, incredibly organized, and enthusiastically motivated!

## LEADING BRANDS WHO TRUST OUR EXPERTISE:



# BOOK A TRAINER TODAY!

[southwesternconsulting.com](http://southwesternconsulting.com)