

# Thomas Armour

*EMPOWERING BUSINESSES, CONFERENCES, ORGANIZATIONS*

**Equipping people for success**

Keynote Topics

## Listening for success

- Learn the definition of listening
- Asking the right questions
- The listening close

## Selling to the top executive level

- Creating strategic alliances not customers
- Why salespeople are selling to the wrong people
- How to get to the decision maker

## The language of human behavior

- Learn to speak in your customers language
- Give customers the information they need
- The DISC model and how to use it

## Sales pipeline management

- Is your sales pipeline a sewer?
- Define your sales pipeline
- Focus your efforts on the closest sales to close

## Time and territory management

- Use your resources effectively
- Stop running in circles
- Learn priority management

## Using chambers & lead groups

- Create an unlimited list of prospects
- Using a team of 3 approach to create exponential sales
- Create unlimited referrals

## Word of mouth marketing

- Why traditional advertising no longer works
- How to get more out of current customers
- Leverage referrals from your customers



## The Listening Guy

100's of presentations world wide have positively impacted thousands of professionals

## Certified Trainer In Human Behavior

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Sales Training