



Top-notch sales organizations respond to the changing needs of their clients and customers. Effective sales and sales management training reduces the resistance to change and provides specific principles for effective selling behavior and goal achievement. **Bob Frare** provides sales organizations and sales people with a learning system, Partner Selling, that helps them examine and improve the way they serve their clients.

Partner Selling is a process that shows salespeople how to strategically understand each point during a sale. It is a proactive map on how to manage and move any client. Salespeople manage their time more effectively, get more satisfaction from selling, serve their clients better, and form long-term, mutually profitable relationships. Partner Selling teaches a person how to strategically understand where they are in the sale with each client. It will show people, in detail, how to manage this process and move their client forward. It will help your people to manage their time more effectively, get more satisfaction from selling, serve their clients more effectively, and enter into long-term, mutually profitable relationships.

Bob Frare is the author of the book *Partner Selling / Produce Extraordinary Sales Results Without Hard Sell Tactics*. He conducts sales training key notes and implements The Partner Selling Learning System all over the United States and Canada. He has addressed over 3500 audiences in the past 20 years, and has trained thousands of sales people.

To book sales speaker Bob Frare call Executive Speakers Bureau 901-754-9404.

Bob Frare

Speech Topics

- ☐ Sales
- ☐ Customer Service
- ☐ Change

