



# SHORE CONSULTING

## Sales Training SUCCESS

We offer several different options for our one-day live sales training seminar to give you flexibility in both scheduling and pricing. For details on a customized ongoing training and consulting program, please contact Cassandra Grauer to discuss your team's specific needs.

Product	Includes
<b>Jeff Shore Live Sales Seminar</b>	<p>A live one-day sales training seminar with Jeff Shore personally training your team on our 2012 core topics:</p> <ul style="list-style-type: none"> <li>✓ Getting Prospects Off the Fence and Creating Urgency</li> <li>✓ Leveraging Market Energy</li> <li>✓ The 4:2 Discovery Process</li> <li>✓ Advanced Approaches in Overcoming Objections</li> <li>✓ Anchoring and Protecting Price and Value</li> <li>✓ Closing on Visit One</li> </ul>
<b>Jeff Shore Live Sales Seminar plus 8 Additional Skill Development Video Lessons</b>	<p>A live one-day sales training seminar with Jeff Shore personally training your team on our 2012 core topics listed above, plus:</p> <ul style="list-style-type: none"> <li>✓ 1 pre-seminar conference call with Jeff Shore to identify specific performance gaps and team needs</li> <li>✓ 2 pre-seminar skill development videos with worksheets and weekly assignments</li> <li>✓ 6 post-seminar skill development videos with worksheets and weekly assignments</li> <li>✓ 1 Jeff Shore book per salesperson included</li> </ul>
<b>SCI Certified Trainer Live Sales Seminar featuring Jeff Shore Video Lessons plus 8 Additional Skill Development Video Lessons</b>	<p>A live one-day sales training seminar for your team facilitated by SCI Certified Trainer Amy O'Connor</p> <ul style="list-style-type: none"> <li>✓ Seminar includes our 2012 core topics listed above and features video lessons with Jeff Shore throughout the day</li> <li>✓ 2 pre-seminar skill development videos with worksheets and weekly assignments</li> <li>✓ 6 post-seminar skill development videos with worksheets and weekly assignments</li> <li>✓ 1 Jeff Shore book per salesperson included</li> </ul>

# About our success...



## **Jeff Shore, President**

With two decades of new home sales and Fortune 500 executive experience, Jeff Shore blends hardworking, real-world expertise with humor, insight and wit in his uniquely singular approach to new home sales training. His coast-to-coast seminars garner ecstatic reviews from sales counselors and managers, describing them as “authentic”, “entertaining”, “inspiring” and “compelling”.

Few sales leaders possess more extensive experience and irresistible enthusiasm. A voracious student of life and self-proclaimed sales “junkie,” Jeff believes that sales is a noble profession and that salespeople who act in the best interest of their customers provide a valuable service to society.

Jeff is an acclaimed member of the National Speaker’s Association and the author of three books, including the best-selling Tough Market New Home Sales.



## **Amy O’Connor, Shore Consulting Certified Sales Trainer**

Amy O’Connor brings a decade’s worth of industry experience and knowledge to her engaging and enlightening classes. Having worked hand-in-hand with four of the top ten homebuilders in North America —as well as many private builders— Amy offers a wealth of real world experience developing and delivering training programs based on her tenure managing, coaching and motivating new home sales professionals. As our premier SCI Certified Sales Trainer, she delivers the Shore Consulting values, philosophies and sales techniques with remarkable results for seminar attendees.

Amy’s infectious energy, passion and positivity make her a gifted facilitator and an outstanding addition to Shore Consulting. Amy’s gift for delivering inventive and energetic training sessions lead audiences to proclaim her “exciting”, “motivating”, and “captivating”.



To book Jeff or Amy, call 530-558-9109  
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