



Selling Strategies

Skill-Based Solutions

Serious Accountability

Superior Results

“Just wanted to say thank you for your guidance. This year, with your help, I had a great year and closed a record high \$31 million dollars. Thank you!”

**ANDY L.**  
**SALES PROFESSIONAL, HOUSTON, TX**

**JEFF SHORE**  
**AUTHOR, SPEAKER & CONSULTANT**

Jeff Shore is a highly sought-after sales expert, author, speaker and consultant. For almost three decades, Jeff has guided executives and sales teams in large and small companies across the globe to embrace their discomforts and deliver BOLD sales results.

Blending leading-edge research on Cognitive Behavioral Therapy with his infectious passion for the sales process and his extensive sales floor experience, Jeff translates theory into practical, hard working, real-world applications. Participants walk away energized, with specific actions they can take immediately to exceed even highest of expectations.

An in-demand speaker, Jeff is able to demonstrate the power of BOLDNESS and connect with audiences using personal stories, real-world sales examples and his trademark humor.

Jeff is an acclaimed member of the National Speaker's Association, a frequent contributor to leading business publications and the author of five books, including *Deal With It!: Mastering 21 Tough Sales Challenges*.

His most recent book, *Be Bold and Win the Sale: Get Out of Your Comfort Zone and Boost Your Performance*, is now available from McGraw-Hill.

"I would not recommend going to a Jeff Shore workshop UNLESS you truly want to be inspired, exposed to new ideas and given the tools to place these ideas into action!"

**KEN G.**  
**SALES MANAGER, HOUSTON, TX**

"Jeff Shore and his team ALWAYS maintain high energy and keep attendees alert and focused while providing fast paced, real-life insight that leaves you exhilarated after a full day!"

**MICHAEL R.**  
**VP SALES, GREENVILLE, SC**

"Jeff revived passion to pursue perfection and provided useful, actionable tools that can make the team perform on a higher plane. Thank you Jeff, Amy, and Ryan!"

**PETER A.**  
**SALES DIRECTOR, LAKE ELSINORE, CA**

KEYNOTE CONTACT CASSANDRA GRAUER | 530-558-9109 | [cassandra@jeffshore.com](mailto:cassandra@jeffshore.com)



**AMY O'CONNOR**  
**SCI CERTIFIED SALES TRAINER**



Amy brings a decade's worth of industry experience and knowledge to her impactful and enlightening seminars. Her audiences describe her infectious energy, passion and positivity as "exciting", "motivating", and "captivating".

Working hand-in-hand with a majority of the top ten homebuilders in North America — as well as private and regional builders — Amy offers a wealth of real-world expertise managing, coaching and motivating sales professionals.

Amy holds a Masters Degree in Organizational Communication from Wake Forest University and is a recognized member of the National Speaker's Association.

[amy@jeffshore.com](mailto:amy@jeffshore.com) | Twitter: [@amygoconnor](https://twitter.com/amygoconnor)

**RYAN TAFT**  
**SCI CERTIFIED SALES TRAINER**



As the former National Sales Training Manager for a Top 5 homebuilder and a licensed Realtor® in Arizona, Ryan Taft is consumed with a passion for helping others achieve breakthrough results in sales, business and life.

With a career spanning two decades training and coaching sales teams from call centers to new home sales to Realtors®, Ryan combines his knowledge of human performance, psychology and sales skills development to deliver extraordinarily engaging, energizing and insightful training experiences that drive peak performance at all levels.

Ryan is a member of the National Speaker's Association and a frequent contributor to leading industry publications.

[ryan@jeffshore.com](mailto:ryan@jeffshore.com) | Twitter: [@rgtaft](https://twitter.com/rgtaft)

**MICHAEL LANDERS**  
**SCI CULTURE CROSSING SALES TRAINER**



For the past 12 years, Michael Landers has designed and facilitated programs for global corporations in the areas of cross-cultural communication, cultural diversity and international recruiting. Today Michael provides tools to navigate the complexities of global business with an emphasis on selling across cultures.

Michael has conducted business in over 25 countries. His resume includes building and growing a consulting business in Japan, staffing a global advertising conglomerate throughout Europe and leading a business development initiative in Latin America. His experience provides a keen understanding of the pitfalls and challenges business professionals face while working with the global community.

Michael holds Masters in Global HR Management from Lesley University and his clients include Apple, Yahoo, Google and Samsung Electronics.

[michael@jeffshore.com](mailto:michael@jeffshore.com) | Twitter: [@culturecrossing](https://twitter.com/culturecrossing)

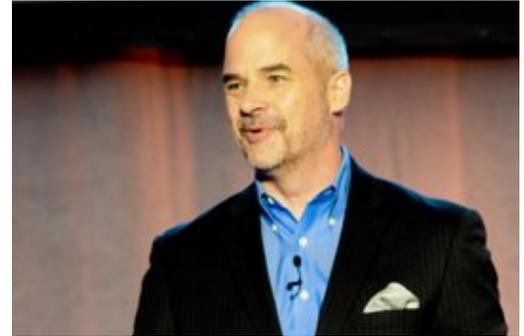
## PERFORMANCE BASED TRAINING PARTNERSHIPS

In a crowded field of sales experts and training programs, Jeff Shore's performance-based partnership stands out. Jeff and his team understand that training is a process, not an event, and that real training delivers improved performance through repetition, mastery and accountability.

Unlike most training that merely provides a short-term energy boost, Jeff and the Shore Consulting team partner with you to fundamentally change your mindset, strategies and processes to ensure a lasting impact for years to come. Jeff's innovative and proven methodology blends leading-edge research with real-world sales floor expertise, all delivered with Jeff's trademark engaging and humorous style that have made him such a highly sought-after keynote speaker, sales expert and consultant around the world.

## WHAT MAKES SHORE CONSULTING DIFFERENT?

- We don't just parachute in for a day of training and leave. As your performance partner, we design a systematic, integrated program that truly redefines "peak performance" for your team.
- Our program is personalized to your selling environment and designed to immediately generate incremental sales.
- Our multi-platform training system creates lifelong habits for your team by building skills in different formats and over time.
- We support our curriculum with personalized field coaching, online videos, lesson guides and certification tests, and through webcasts and sales leader coaching calls throughout your partnership.
- You won't get the same training program we offered a decade ago or even a year ago. The market is always changing and we constantly innovate to stay attuned and ahead the curve.
- We are salespeople too; we know how people really buy, how the sales floor truly works and what it takes to be successful. We deliver energetic, enthusiastic training that is always grounded in the real world of sales.
- We stand behind what we do. If you don't find that our training more than pays for itself through increased sales, we will refund your money.



"Normal training has a limited shelf life and a low long-term success rate. Jeff Shore and his team are not normal -- they are extraordinary at providing tools that are measurable and can create improvement in any organization."

**ROXANNE M.**  
**NATIONAL SALES DIRECTOR**  
**SAN ANTONIO, TX**