

JEFF SHORE | SALES KEYNOTES

Sell the Way Your Customer Wants to Buy



JEFF SHORE gives your team the skills to skyrocket sales by going deep inside the mind of their buyer.

If you are looking for more sales via an **easy-to-implement strategy that delivers a superior customer experience**, then you want Jeff at your next event. Jeff fuses over three decades of buying psychology into his customer-focused, modern sales approach.



Jeff's Sales Keynote Topics

Jeff has the perfect sales keynote to engage, equip, and inspire your team.

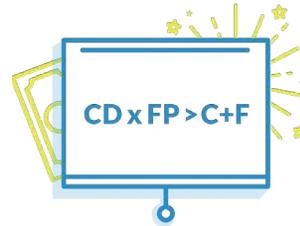


BE BOLD

Get Out of Your Comfort Zone and Boost Your Performance

Our desire to always be comfortable greatly limits our impact and results. Jeff will take your attendees on a journey to identify and overcome their “comfort addictions” and radically increase both their personal performance and sales success.

Jeff's proven Be Bold methodology will challenge listeners to identify where they've been choosing comfort over being bold and breaking through to the next level as a professional and as a human being. The Be Bold keynote ties in with Jeff's best-selling book *Be Bold and Win the Sale: Get Out of Your Comfort Zone and Boost Your Performance* and is perfect as a conference opener or inspirational closing for your team.



THE BUYING FORMULA

What Makes Customers Decide to Buy and How to Get Them to Buy From YOU

Is there a formula that will tell us when and why our customers buy? Jeff Shore's revolutionary buying formula equation is a true game changer when it comes to understanding the psychological factors that motivate people to purchase.

Once salespeople grasp the formula, the sale rolls out right in front of them. Based on solid consumer research, this keynote will equip sales professionals with the tactical tools to immediately reframe the entire methodology of their sales process and make better sales, faster. This keynote is lively and entertaining, with highly practical takeaways that translate to the sales floor in the same day.



THE BUYER'S MIND

How To Start Selling the Way Customers Want to Buy

What is my customer thinking? Take a deep dive into the mind of your prospect and learn the complex and fascinating psychology at work in a buying decision. Filled with eye-opening insights on the buying mind, salespeople can reverse engineer their sales presentation and start selling the way the buyer wants to buy.

Diving inside the buyer's mind proves both conceptually high level and tactically practical to move your sales professionals towards better results immediately.



WHO IS JEFF SHORE?

Jeff Shore is the Founder and President of Shore Consulting, Inc. a company specializing in field-tested and proven **consumer psychology-based sales training programs**.

Jeff is a top-selling author, host of the popular sales podcast, The Buyer's Mind, and an award-winning keynote speaker. He holds the prestigious Certified Speaking Professional designation from the National Speakers Association and is a member of the NSA's exclusive Million Dollar Speaker's Group.

With over 30 years of real-world, frontline experience, Jeff's advanced sales strategies spring from extensive research into the psychology of buying and selling. He teaches salespeople how to climb inside the mind of their customers to sell the way their buyers want to buy. Using these modern, game-changing techniques, Jeff Shore's **clients generated over \$30 billion in sales last year**.



 APP

Sales365—First App for Sales Professionals



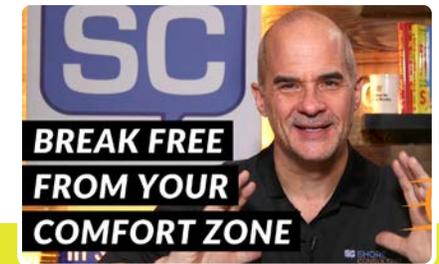
 PODCAST

The Best Sales Podcast for the World's Best Sales Minds



 BOOKS

Top-Selling Sales Books



 YOUTUBE CHANNEL

Jeff's Free Video Training for Sales Professionals



APPEARANCES:

BROASTER[®]
company

MeetingPlanners[®]
INTERNATIONAL

55PLACES[®]COM

loanDepot[®]

ENGLERT
LeafGuard[®]

MeritageHomes[®]

210
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CEDAR PARK
ENTERTAINMENT
GROUP

BH
HS

BERKSHIRE
HATHAWAY
HomeServices

HEARTS ON FIRE[®]

Carlisle
TITLE



Jeff's keynote presentation won rave reviews from our team! He was high-energy and engaging, and shared practical advice for growing our business. Attendees were challenged, motivated and entertained – and ready to break out of their comfort zone and embrace each sales opportunity in a fresh, bold way!

LAIRD HAMBERLIN

VP SALES, AMERICAN HOME SHIELD



Jeff Shore did an outstanding job as the grand finale Keynote Speaker at our three-day conference. He and his team were complete professionals from start to finish, and he surpassed our high expectations with a fantastic presentation that was rated as one of the top presentations in our post-conference survey.

Jeff customized the content to fit the audience and conference, and delivered a high energy, engaging, and relevant keynote that was just what we were looking for.

BARBARA NEWTON

PRESIDENT & CEO, CALIFORNIA TRAVEL ASSOCIATION



Get Even More Out of a Jeff Shore Keynote



EXTENDED Q & A



WORKSHOP SESSIONS



WEBINARS



**IN-PERSON BOOK
BOOTH & SIGNING**



PANEL DISCUSSIONS



When you book Jeff Shore for your next event, you are hiring the elite of the elite – a proven authority who holds the prestigious **Certified Speaking Professional** designation from the **National Speakers Association** and is a member of their exclusive **Million Dollar Speaker's Group**.



WHAT ARE THE NEXT STEPS TO BOOK JEFF AS YOUR KEYNOTE SPEAKER?

We make it easy for you! Simply reach out to Lindsey now to check Jeff's availability and she'll provide all of the decision-making details you need.

(843) 296-9817 lindsey@jeffshore.com



Contact Lindsey Ayala to schedule Jeff Shore for your next event: **(843) 296-9817** | lindsey@jeffshore.com | ©2021 SHORE CONSULTING INC. | JEFFSHORE.COM