



1-888-883-8370



WANT IDEAS TO **UNLOCK** SALES PEOPLE'S **MINDS** AND GET A GREAT **DOSE** OF **INSPIRATION** WHILE YOU'RE AT IT? HAVE A **SALES OPPORTUNITY** THAT IS **STALLED**?

Lori Richardson, "The Sales Detective" - works like *CSI Miami* to determine your sales issues - and then solves them!

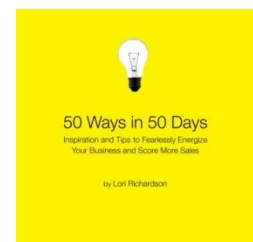
Lori is a dynamic presenter who blends a background of athletics, music, business, charity auctioneering, overcoming adversity, and international experience to help audiences learn specific and "nitty-gritty" tips and strategies for sales and business success which they can immediately put into place. Lori began an extremely successful 20+ year career in technology and financial services sales on straight commission after leaving a teaching career - so she has walked her talk - and knows how to motivate others to do the same. She brings "old school" selling strategies, time/self management, and sales process coupled in with the latest in social media marketing to create a "modern" plan for increased revenues and profits.

Regularly working within the tech, distribution, manufacturing, non-profit, financial and professional services sectors, Lori knows first-hand how to inspire and connect. She leads sales leadership roundtable groups for business associations and has access to the current trends plus what sales leaders are talking about.

Through an energetic, fun, interactive session, Lori uses adult learning theory plus her background in sales teams to make a big impact fast. Some of the most recent talks and keynotes were:

- 50 Ways in 50 Days to Score More Sales - Keynote & Workshop
- 8 Types of Call Reluctance - Inspire Yourself to Take Sales Action
- Asset-Based Thinking© - Selling Success for Sales Teams
- 8 Ways to Prospect in a Down Economy
- Building Strategic Alliances to Create "Feet on the Street" Sales

Work with Lori Richardson, the **Sales Detective** - she is Dun & Bradstreet blogger, yBC weekly personality, author of "50 Ways in 50 Days" sales improvement program, and one of the Top Sales Experts - helping tech, manufacturing, financial services and entrepreneurial businesses grow for more than 25 years. **Rates based on travel, dates, and scope.**



Visit [www.scoremoresales.com](http://www.scoremoresales.com) or call 1-888-883-8370 or 206-972-0265 [lori@scoremoresales.com](mailto:lori@scoremoresales.com)