



"In a market overflowing with self-proclaimed sales gurus, it's easy to see that Lee's insights and advice are taken directly from his real-world experiences as a top-notch sales leader. People listen when he speaks because they know his strategies produce bottom-line results."

- Michael McCue, Editor-in-Chief, Sales and Marketing Management Magazine

Adapt & Thrive!

An empowering presentation for anyone responsible for driving revenue.



It's easy to blame the economy when sales aren't where they should be. But, is that the real reason why your revenue is down? If you are pursuing prospects and treating clients as you always have...now you know your problem. The needs of buyers are always evolving and if you aren't moving with them, you find your competitor's taking your business.

In Lee Salz's empowering **Adapt & Thrive!** presentation, he helps sales professionals recognize, not only the importance of change, but the power of it. A great story teller and entertainer, Lee will have you laughing as you learn the changes that every sales person must make to succeed in today's business environment. He challenges and empowers you with new approaches and techniques that can be easily implemented today! You'll leave the session not only rejuvenated and motivated, but also with a focused game plan to channel your excitement.

"Those who adapt, thrive. Those who don't become extinct."

- Little tweaks you can make that lead to HUGE results
- Secrets to removing your success barriers
- The one-word job description of a sales person
- Why you don't want customers...and what you should desire instead
- The two most powerful words that are guaranteed to make you sell more
- What today's buyer expects of sales people
- The critical sales tool that every sales person must have
- The secret to overcoming the price objection...if there is one

"What made you UNIQUE yesterday, makes you a COMMODITY today, and EXTINCT tomorrow, unless you ADAPT to change."TM - Lee B. Salz

Lee B. Salz is a dynamic speaker and sales management strategist. As founder and President of Sales Architects, he helps companies identify and hire the right sales people, on-board them effectively and efficiently, and align their sales activities with the objectives of the business using his proprietary sales architecture® methodology. In his award-winning, widely-acclaimed book, *Soar Despite Your Dodo Sales Manager* (WBusiness Books 2007), Lee shares his **Adapt & Thrive!** philosophy with sales people and empowers them with the tools they need to thrive.

Recognized as a sales management thought leader, Lee is a featured columnist and member of the Editorial Advisory Board of *Sales and Marketing Management Magazine*. His articles have been published on hundreds of web sites and print magazines around the world. He's frequently interviewed and quoted by the media including the *Wall Street Journal*, *New York Times*, *Dallas Morning News*, *SalesforceXP Magazine*, *Selling Power Magazine*, and *MSNBC*.

"All sales people can improve their performance by learning Lee's secret to success."

- Edward Groark, former President, IKON Office Solutions, Technology Services

"I've never met someone who positions a sales person for success more effectively than Lee Salz."

- Andrew Macdonald, Group President, First Advantage Corporation

"Lee Salz truly helps sales people grab control of their success..."

- Robyn M. Sachs, President and CEO, RMR and Associates

**TO SCHEDULE YOUR
Adapt & Thrive! presentation**

**Phone: 763.416.4321
Email: lsalz@SalesArchitects.net
Web: SalesArchitects.net**

**Be sure to ask Lee
why he has no customers!**