

with more than  
**50 years of**

**COMBINED EXPERIENCE**  
We have the know-how you need.



SOUTH  AFRICA'S  
**BEST SPEAKERS**



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## MEET SHELLEY

### International sales speaker.

Shelley comes from a long line of sales people, and for as long as she can remember, has been passionate about connecting clients with meaningful and relevant sales experiences.

At Ricoh, she was a top performing rep and qualified for a number of quarterly and annual awards. When she moved into Asset Finance, she was named the rookie of the year, and later Innovator of the year in her role as Sales and Marketing Manger for Kingfisher FM.

Her relentless quest to find out what works in an ever-changing sales environment led her to become an internationally recognised sales expert, an in-demand speaker and the Executive Director of Conversation Intelligence Africa.

She is passionate, direct, energetic and practical. An unstoppable force, trend- spotter, risk taker and deal- maker. A source of fresh sales strategies, practical ideas and good old fashioned common sense, delivered with humour and humility.

**Shelley's** powerful keynote presentations will give your sales professionals a keen understanding of the changing world of sales while equipping them with the new thinking needed to excel in the toughest economies.

Your leaders will gain a keen understanding of the changing world of client experience while equipping them with the new thinking needed to excel in the toughest economies, and what this means for leading a team of 21st Century sales professionals.

SHELLEY

## WHAT SHELLEY DOES

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Unstoppable force; Trend-spotter; Risk-taker; and Deal-maker.

Shelley's background in sales training comes from generations of successful sales people. As a result, she has a deep passion for customer connection and creating meaningful, relevant sales experiences. "Sales" runs in her veins.

Shelley's no-nonsense approach and campaign to develop innovative sales methods led to recognition as an internationally-recognised sales expert and in-demand keynote speaker. She prides herself in being fierce, direct, energetic and practical.

Shelley's aim is to be more than "just another motivational speaker"; more than a sales trainer. She aims to develop inspirational & engaging content, actionable ideas, relevant insights and gets to the point.

Shelley presents sales teams with the tools to inspire and equip them to differentiate themselves and your organisation in an increasingly competitive consumer-rich environment.

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# SHELLEY

## SHELLEY'S TOPICS

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### **Sold Out**

What turns customers on more than realising that you are fully committed to driving their outcomes? This highly engaging keynote focuses on the mindset and skill sets necessary to position yourself as an indispensable resource that your clients cannot live without.

### **The One Skill**

Today's buyers are frazzled, fickle and frustrated. Just like you and I. How do we capture the attention of our already overwhelmed buyers? This practical and highly engaging session will have the penny dropping and the lightbulbs illuminating as your sales people realise what a "typical day in the life of your customer" looks like.

### **More Sales In Less Time**

The myth of time management

Today we are rewarded for the quality of our thinking, which is more challenging than ever in a world of email, meetings, travel, client escalations and general admin. That is not taking into account the commitments for a life outside of work. In this highly practical session, Shelley will share her personal tool kit.

*"We made two major sales the week after working with Shelley!"*

Charmain van Niekerk | Club Travel

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## CONTACT US



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