

Hope Is NOT a Strategy

Creating 2020 Vision for Sales and Leadership

Four Leading Experts, Award-Winning Speakers,
and Bestselling Authors. **One Amazing Morning.**

FREE Event!

December 13, 2019 | 8:00 AM - 12:30 PM
Kansas City Community College Performing Arts Center
7250 State Ave Kansas City, Kansas 66112

Reserve Your Seat:

www.salesleaderevent.com



Meridith Elliott-Powell

www.valuespeaker.com

**Thriving In Uncertainty -
Position Your Business**

- Insight into exactly how today's marketplace has changed, and its impact on your team, customers, and organization
- Deeper understanding of what today's customers want and how to deliver
- Personal plan of action to turn uncertainty to competitive advantage



Mark Hunter

www.thesaleshunter.com

**A Mind for Sales - Create
Your Sales Plan and Do It!**

- The power of pricing and how discounting is not a viable strategy
- Understanding your customer better to increase the value they feel you deliver
- Speeding up the sales process to help you lower the cost of sales



Sam Richter

www.samrichter.com

**Searching for Sales,
Winning More Business**

- Web search secrets for finding sales leads, uncovering opportunities, and understanding decision-makers
- Discover how to use information to differentiate from the competition, generate warm introductions, and bottom line...win more business



Dr. Mary Kelly

www.productiveleaders.com

**FutureNomics—Economic
Leadership for Future Growth**

- Get an economic snapshot to make the right decisions
- Discover what keeps employees when the unemployment rate is at a 50 year low
- Win the war for talent by understanding what employees want



Meridith Elliott-Powell, CSP, Voted one of the Top 15 Business Growth Experts and Top 50 Sales Speakers, Meridith Elliott Powell is business strategist and keynotes speaker. With a background in corporate leadership and sales, her career expands over several industries including banking, healthcare and finance. An award-winning author of five books, including *Winning In The Trust & Value Economy* (a finalist in the USA Best Book Awards), *Own It: Redefining Responsibility – Stories of Power, Freedom & Purpose* (named Top 50 Sales Book for 2018) And her latest *Cut Through The Excuses – Send Sales Through The Roof* written with Connie Podesta. This book is the ultimate guide to selling successfully in the age of uncertainty. Meridith helps her clients learn the sales and leadership strategies they need to turn uncertainty to competitive advantage.



Mark Hunter, CSP, "The Sales Hunter" has delivered his sales insights in 30 countries on 5 continents. He's received numerous honors and awards including being recognized as one of the top 50 global sales and marketing experts multiple years in a row. Mark has two best-selling books, *High-Profit Prospecting* and *High-Profit Selling*. His next book, *A Mind for Sales* is available in 2020. Mark is also co-founder of the largest sales conference devoted exclusively to outbound selling, *OutBound* in Atlanta, May 6 – 8 2020.



Sam Richter, CSP, is a bestselling author, technology entrepreneur, and an internationally recognized expert on sales intelligence and digital reputation management. He has been featured in thousands of publications including *Forbes*, *CNN*, and *USA Today*. Sam was named one of the Top 25 Most Influential Sales Leaders, and one of the world's Top 50 Sales Keynote Speakers. He is a member of the Minnesota Speaker's Hall of Fame and a finalist for *Inc. Magazine's* Entrepreneur of the Year.



Mary Kelly, CSP, PhD, Commander, US Navy (ret) is an economic leadership advisor who helps leaders strategically plan and make tough decisions based on the right information. Author of 13 business and leadership books including *Master Your World*, *Why Leaders Fail*, and *15 Ways to Grow Your Business in Every Economy*. Mary is cited in hundreds of publications every year including *Forbes*, *Success*, *Money Magazine*, *Entrepreneur*, *Men's Health*, *Women's Health*, and the *Wall Street Journal*.