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'Lead the Pack' Sales Training

High Trust Relationships

Intimacy from the free online dictionary means familiarity, closeness, understanding, confidence, confidentiality, fraternization, and comfort. Any strong relationship requires the ability to self disclose and the ability to handle conflict. Likeability and trust are not the same. Relationships either grow or wither and die. The key for continued success is the ability to build new relationships based on trust --quickly. The question is "How do you build new relationships with decision makers who are too busy to build new relationships?"

The fact is that no one is too busy to have a relationship. It is a requirement of the human to have relationships. The question is, "How do you do it?" Learning the difference between being and doing is a good start. The strongest bond occurs by accepting someone for who they are, not for what they do.

"We build too many walls and not enough bridges." -Isaac Newton

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Sales Mastery 'Lead the Pack' Sales Training

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