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MAKING THE BEST BETTER!

Sales · Success · Change · Engagement · ROI Results

Sales Training Topics

- **SECRET WEAPON SELLING** – Secret Weapon Sales Training contains innovative, tangible, and immediately applicable techniques and strategies, proven to increase productivity and sales revenue. Below you will find ten modules, each approximately 90 minutes in length, that can be customized in various combinations to create a keynote, half-day, full-day session, or two-day boot camp.
- **POWERFUL SALES PRESENTATION SKILLS THAT GET RESULTS** – “Presentation is everything!” In this hands-on session you will learn how to present with power, confidence and style. In addition, you will conquer nervousness, organize thoughts and engage your audience more effectively.
- **NAVIGATING THE SALE** – In sales you can experience the highest highs and the lowest lows all in the same day. But, you can learn to ALWAYS bounce back no matter what. With Joy’s incomparable energy and enthusiasm, she helps you discover how to break through to higher highs and experience fewer lows, as your sales soar! The secret is the confidence you gain with Joy’s proven sales success formulas, that she created from her experiences as a top producer. This upbeat, sales-savvy presentation is for those who want to take the jump to the next level of excellence.
- **EFFECTIVE COMMUNICATION SKILLS FOR BOTTOM LINE IMPACT** – “Can you hear me now?!” In this dynamic session you will learn how to clearly get your message across and understand what is being communicated to you both verbally and nonverbally. There is nothing like clear communication to enhance productivity and foster good relationships.
- **LISTENING SKILLS THAT UNCOVER SALES OPPORTUNITES** – “Listening is a gift that you give to yourself and others.” In this interactive session you will learn how to be a good listener. You will take the Listening Quiz to determine how well you listen and the ways you can improve. Good listeners learn faster, make fewer mistakes, build strong, trusted relationships and are held in high regard.

- **WIN/WIN NEGOTIATION SKILLS** – “Life is a negotiation. Are you getting your share?” In this content-rich session you will learn the 10 characteristics of win/win negotiators. You will discover how to get more of what you want, need and deserve in work and life. You will also build confidence and reduce any apprehension or fear regarding the negotiation process.

- **TARGETING YOUR TIME AND PRIORITIES FOR TANGIBLE RESULTS** – “Lose an hour in the morning and you’ll spend the rest of the day looking for it.” How would you like to gain 5-10 more hours in your week? In this insightful session you will learn how to handle and recover from interruptions faster and get work and projects done sooner, deal with email more efficiently and set and reach goals in a more timely manner.

- **PEOPLE ARE DIFFERENT MORE THAN THEY ARE DIFFICULT**– Do some people just drive you crazy?! In this interactive session you will learn how to cope with the four core different personality types. The key is to understand that people are different more than they are difficult. You will take a unique personality profile that will help you see your world from different points of view. You will not only discover your personality type, but you will learn three other types and the hot buttons that help you build and maintain positive relationships with them.

- **SUCCESS WITH LESS STRESS** – “Got Stress?” This seminar will help. In this relaxing session you will learn what causes the stress that you frequently experience and how to alleviate it. You will leave with a feeling of control over the things that stress you out most.
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- **MANAGEMENT LEADERSHIP BOTTOM LINE RESULTS** – What does it take to be a great manager and leader? In this insightful session you will learn the 10 most vital traits of exceptional managers and leaders. You will also learn how to build a productive team that gets things done effectively.

- **COACHING AND MENTORING: THE ROI OF EMPLOYEE ENGAGEMENT** – “Everyone needs a coach/mentor.” In this session you will learn the difference between coaching and mentoring and how to do both effectively. You will also discover how to find the time to coach and mentor in your busy, hectic day. A coach/mentor can have an enormous impact on those they help. It is a rewarding and enlightening role to take.

- **MOTIVATIONAL SKILLS: HOW TO BE SELF-MANAGED AND PROSPER** – Igniting the motivation within! In this energizing session you will learn the 7 keys to effective self-motivation and the ways to inspire those you work with to be highly motivated too. You will leave with a game-plan to keep you up and going even on the most down and dismal days.
- **HOW TO HAVE FUN, MAKE MONEY, AND ENJOY YOUR WORK AND LIFE** – How to balance the juggling act of work and life. In this introspective session you will discover fresh ideas on how to achieve greater balance in your career, home and free time. You will learn the key components of creating and living a more balanced lifestyle.
- **TEAM BUILDING THAT IMPACTS THE BOTTOM LINE** – “There is no ‘i’ in team (but there is a me!)” In this interactive session you will learn the 4 essential C’s of effective team building. You will also discover the 16 different roles that you can take on a team and how to make adjustments in the way you work as a team to yield the best results.
- **DIVERSITY AND INCLUSION** – Seeing the beauty of diversity and inclusion with new eyes. In this insightful session you will learn how to treat people the way they want to be treated. You will discover how to understand the value of our differences and use those differences to create a higher level of trust and acceptance, as well as stronger and more cohesive teams.
- **EFFICIENT AND EFFECTIVE PROJECT MANAGEMENT** – Project Management would be easy if it weren’t for the people, budget and deadlines. In this practical and hands-on session you will learn concrete ways to run your projects more efficiently and effectively. You will begin with the premise that everything is a project. You will learn how to see the big picture while executing the necessary steps and timelines to achieve optimal results.
- **SPEED READING TO IMPACT LEARNING CURVE** – How would you like to double your reading speed and get better comprehension and retention? In this dynamic session you will discover the mechanics of how to read faster by discovering your current reading rate and learning how to accelerate this skill.