

KEYNOTE



New brain science of high performing selling.

Selling with Emotional Intelligence



stevegutzler.com

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In today's information and selfie age, and today's ultra-fast-paced, competitive business environment, it's not enough for sales professionals to be skilled at technical or tactical skill sets.

The old paradigm of appointment setting, rehearsing presentations, and pushing the close must be replaced with the higher skills of selling with emotional intelligence. Competencies include self-awareness, self-regulation, self-motivation, empathy, and social skills.

In *Selling with Emotional Intelligence*, Steve Gutzler presents highly-interactive and engaging content around the brain science of emotions and high-performance leadership. He will arm your sales professionals with actionable tactics and tools to connect deeper, collaborate around mutual success, create emotional bonds of lasting loyalty, and stay resilient in the face of temporary setbacks. Steve uses hilarious humor, personal stories, case studies, human behavior breakthrough research, and multimedia to move your audience to a new commitment of action and performance.

"Harness the power of the #1 predictor of sales success, high performance, and leadership influence."

The best sales training investment you'll make all year!



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Learning objectives:

- Discover the five emotional intelligence competencies to increase sales and high performance
- Learn actionable strategies to self-regulate emotional hijacking moments in yourself and self-regulate others
- Build stress resiliency tactics for sustainable success and daily break-through
- Learn the keys to relationship management and how to manage the emotions of others towards your desired outcomes
- Learn communication mastery and the importance of building emotional connections of loyalty and lasting trust
- Learn how to connect more deeply and coach more effectively with your team and clients
- How sales professionals who invest in developing and improving sales emotional intelligence gain a decisive competitive advantage in the hyper-competitive global marketplace



“Steve Gutzler absolutely “Brings It” each and every time he has worked with our team!”

– Douglas N. Dreher
President & CEO, The Hotel Group



“I am very pleased to say that your presentation exceeded everyone’s expectations and was an absolute home run.”

– David Jobe
President Leadership Conferences CSP Business Media, LLC



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Call or Click today to schedule your free discovery call for custom information:

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