



# Lead, Sell, or Get Out of the Way

Interactive Webinars for Top Sales Producers

## Sales executives spend most of their waking hours thinking about three things:

1. Where is my next opportunity?
2. How do I create a value proposition that sells?
3. Will I close the deal?

**This four-part webinar series is designed to help you succeed in all three areas!**

## Social Media Networking – The key to effective prospecting

**Monday September 14, 2009 - Noon – 1:30 p.m. EST**

Ron Karr interviews David Nour, author of *Relationship Economics*, about using LinkedIn to bolster your prospecting efforts and uncover new opportunities.

With an estimated 45 million professionals using LinkedIn, are you efficiently utilizing this powerful networking tool to connect with the right people for the right reasons? Are you able to translate relationship creation to relationship capitalization? Are you solving complex problems or extending your reach with various LinkedIn Applications? How are you adding value to every interaction? Learn LinkedIn Best Practices to help extend the value of your on and offline business relationships.

For 60 minutes, we'll focus on the practical and pragmatic use of LinkedIn. We'll review groups, discussions, newly released applications, and much more.

### During this webinar, you will learn how to:

- Build a content-rich profile
- Identify and reinvigorate stagnate relationships
- Address unanswered requests
- Combat unsolicited invitations
- NOT abuse the system

Don't miss what others have acclaimed "More insights about how to really use LinkedIn in an hour than I've learned on my own in the past year!"

LinkedIn is a must use tool for prospecting in today's economy. It breaks through the barriers of gate keepers, voice mail, etc. ... but only if you use it correctly.

Join us on Monday Sept. 14th at noon EST. Remember to dial in (voice) and log in (computer screen) 10 minutes prior to the event to ensure appropriate connection and so we can begin promptly at noon EST.

## **Positioning, Uncovering Opportunities and Closing the Deal** **Monday October 19, 2009 - Noon – 1:30 p.m. EST**

Ron Karr reviews key strategies from his book *Lead, Sell, or Get Out of the Way* to teach you how to effectively position yourself with your customers, flesh out the right opportunities and create value propositions that sell. You will walk away with tools that will immediately increase your sales revenues.

### **After this webinar, you will understand:**

- How to immediately get the time and attention of your customer
- What questions will help you uncover opportunities and sell more products and services
- The formula for creating a powerful value proposition that sells
- How to prevent common mistakes that force your customers to avoid and not do business with you

These strategies have generated substantially more than half a billion dollars in new sales revenues for Ron's clients. You will hear some of their success stories during this webinar. Plus, we invite you to ask your own questions so Ron can provide real-time answers to the challenges you are facing.

In 60 minutes you will discover countless strategies and tactics you can implement for immediate impact. Come with an open mind and be prepared to roll up your sleeves, listen with undivided attention and learn new sales producing strategies.

Join us on Monday Oct. 19th at noon EST. Remember to dial in (voice) and log in (computer screen) 10 minutes prior to the event to ensure appropriate connection and so we can begin promptly at noon EST.

## **Social Networking for Branding and Sales Communication** **Monday November 9, 2009 - Noon – 1:30 p.m. EST**

Ron Karr brings David Nour back to discuss how Twitter can become a powerful vehicle for building your brand, communicating with customers and resolving conflict. Timing is critical to sales success. Accordingly, staying in constant contact with your customers and being top-of-mind when they are ready to buy are vital components of sales optimization and efficiency. Twitter is the tool to help you attain this.

With an estimated 34 million users on Twitter, up from 2 million just a year ago, you must clearly understand how to utilize this exponentially-expanding social networking tool to the advantage of your business. Are following the right people? Are you attracting the right followers with value-add in every tweet/post? Have you figured out #Hashtags, MicroPlaza, or TweetLater?

***Continued...***

Beyond the hype, are you being more productive and making money with Twitter? Are you servicing your customers better and growing your business? As with LinkedIn, this tool will only work if you use it correctly.

For 60 minutes, we'll focus on the practical and pragmatic use of Twitter.

**During this webinar, you will discover:**

- 30 sample applications every business user should know
- How to use TweetDeck to be productive in using Twitter
- How to tie your blog to your Twitter account
- And much more!

Join us on Monday Nov. 9th at noon EST. Remember to dial in (voice) and log in (computer screen) 10 minutes prior to the event to ensure appropriate connection and so we can begin promptly at noon EST.

## **The Art of Influence**

**Monday December 7, 2009 - Noon – 1:30 p.m. EST**

Businesses live and die by their ability and inability to communicate. Ron Karr wraps up this powerful webinar series with the 10 key strategies to effectively communicate your value.

**After this webinar, you will know:**

- The psychology of what makes a powerful presentation
- The different approaches used for small group presentations vs. large groups
- Tricks professional speakers use to ensure everyone leaves feeling they had a one-on-one conversation with you
- How to incorporate audio/visual that helps seal the deal
- How to ensure your PowerPoint deck is a value-add and not a hindrance in your sales efforts
- How to avoid the common mistakes people make in sales presentations
- New technologies to help you communicate more effectively with your clients and grow your business

You usually only have one chance to make the right impression and gain a person's time and attention. In 60 minutes, you will get all the tools, strategies and tactics you need to immediately spice up your presentations and help you close more deals.

Ron will conclude this incredible webinar series with a passionate discussion on how personal accountability is the key to the success for every top producer.

Join us on Monday Dec. 7th at noon EST. Remember to dial in (voice) and log in (computer screen) 10 minutes prior to the event to ensure appropriate connection and so we can begin promptly at noon EST.

## INTERACTIVE EXPERIENCE

Come to each webinar prepared with questions. Ron and his guests will take live questions and provide real-time answers and solutions to your challenges.

## SPECIAL BONUS OFFER

Upon purchasing the webinar 4-pack you will receive Ron's Tool Box to supercharge your sales potential.

### Ron's Tool Box includes:

#### Ron's Books:

- *Lead, Sell, or Get Out of the Way*
- *The Titan Principal™*
- *The Masters of Impact Negotiating*

#### CD Series

- 2 CD set of Ron live in action on his Titan Principal™ Tour

#### Memory Cards

- 1 Deck of Titan Principal memory cards
- 1 Deck of Lead, Sell, or Get Out of the Way memory cards (release date October 2009)
- They fit in your shirt pocket
- Constant reminder of critical concepts to use on sales calls

#### 24/7 Webinar Access

- All subscribers will have 24/7 access to all four webinars. Review and learn at your convenience.
- Accessible by special code

## REGISTER TODAY!

In order to allow for audience participation, seats are limited for these live webinar events. For only \$247, you can participate in this incredible four-part webinar series or for \$77 enjoy the individual sessions. Discover a lifetime of valuable business success material. Don't miss out — reserve your seat today!

**Call (201) 666-7599 or Register Online at [www.RonKarr.com](http://www.RonKarr.com)**