

Explosive Business Growth



Kordell Norton works with professionals to grow their business and improve leadership.

- *More Prospects . . .*
- *Larger Sales . . .*
- *Inspiring Leadership . . .*

“What clients have to say . . .

Watching Kordell present is like watching popcorn pop . . . Without the lid.

- Roscoe Schlachter, Superintendent
Cuyahoga Valley Career Center

Kordell is a one-man Bain or McKinsey.

- Marshall Dahneke, CEO
Hygenic Corporation

I've attended conferences for 11 years and Kordell is one of the best I've ever seen.

- Allie Williams, Dir. of Organizational Development,
American Chamber of Commerce Executives

The results speak for themselves. We have seen a 40% growth in sales. . .

- Vera Lewis Jasper, Executive Director
Corporate College

Engaging, entertaining, but most of all jam packed with insights and methods to grow our membership, improve leadership and increase member participation.

- Allison Grealis, Committee and Div. Manager
Precision Metalforming Association

As the oldest association for chamber professionals in the US we are very particular about our programming, but he exceeded our high standards in every way.

- Art Roberts, CEO
Texas Chamber of Commerce Executives



Sales Management Firestarters™ . *Proactive Sales Leadership and Coaching*

Overview:

Firestarters™ is for those of you who have the imperative of getting RESULTS! For those who want to take your sales management to a new level. You will gain teeth rattling insights on why a Sales Manager has to act, think, and do things differently than all other management positions . . . especially true for top producers who were promoted to Sales Manager. Learn the motivations, tools, insights, practices of proactively driving sales performance, to light a fire under your team., to be a Firestarter! You'll learn:

- Why Job #1 is culture and why you are in charge.
- Whether to focus your energy on your A, B, or C players?
- Learn the elements of Sales Coaching.
- Three motivators that WILL get results.
- Five tactics to win sales and how to command/control so you win the revenue battle.
- What words a sales force uses when they do not have pro-active control of their sales.
- Power Hour method to taking control of your revenue destiny.

The outcomes for you after this program are:

- Confidence that you will meet and exceed sales expectations.
- Larger, more profitable sales and great customer partnerships.
- High morale, high performance sales team.

Audiences:

Businesses and Organizations who want to grow their businesses, drive up sales, increase profits, retain clients, bring in new customers.

Consider – Management meetings, Association Conferences, Conference keynotes/**breakouts**, Association meetings, Chambers of Commerce, Leadership Retreats, and Sales Training, Strategic Planning retreats.

Customization Options:

Other titles:

- **Sales Coaching – The Secrets of Sleeping Without Worry and Getting Awesome Sales Increases**

Program Length:

This presentation can be customized from 45 minutes (keynote/breakout) to an all day format.