



Our Presenter: Karen has worked with local, national, and international businesses to significantly increase their revenue and profitability. Prior to becoming a SalesPartner, Karen spent her career in the corporate environment of the retail, insurance and legal industries. She was instrumental in developing the marketing division of a large medical-legal consulting firm, enabling them to increase their customer base from Northern California to an international clientele in less than 3 years, with a sales and marketing staff of less than 5 people.

Using the philosophies and training strategies of world-renowned trainer, Blair Singer, author of the bestselling book, *SalesDogs*, Karen has been able to build championship business teams and increase companies' revenues ranging from 15% to 600% in less than 8 weeks. Karen's background in Business Management and Marketing, together with the proven training methods of SalesPartners, have allowed her to help people move from the "S" (self-employed) quadrant to the "B" (business owner) quadrant in order to experience the ultimate of financial growth.

To Reserve a Seat or for More Information on the Lunch and Learn Program, please contact Renee "RJ" John at (916) 722-4545 or RJ@ChChamber.com.

Citrus Heights Regional
Chamber of Commerce
Lunch & Learn Program Presents

"Objection Handling Boot Camp "

Presented By:

Karen Wells

SalesPartners N. California/N. Nevada

Date: Tuesday, June 2nd

Time: 11:30 am – 1:00 pm

**Location: Citrus Heights Regional
Chamber of Commerce
7115A Greenback Lane
Citrus Heights, CA 95621**

Topic: Objection Handling Boot Camp

During this workshop we will work on Handling Objections, Compelling Introductions, Curve Balls and all the other things that stop you.

Here is what will be covered:

- Objections are opportunities – getting to the real truth
- Dealing with misunderstandings or withheld information
- How to remain emotion-less and stay ahead of every objection
- What is your little voice saying?
- Learn how to introduce yourself so others will be compelled and want to know more.

Bring a brown bag lunch!

**Space is limited –
reservations are required**

Name: _____

Business Name: _____

Phone: _____

Email: _____