



Meet Breandan Filbert.

SalezWORKS

Where Relationships Meet Opportunity

CLIENT KUDOS

As an employee of the 5th largest bank in the nation where my focus was working with business owners in an industry that is viewed as a commodity, I wanted to differentiate myself from my competition and establish myself as a valuable resource for small business owners.

I also needed to maximize my efficiency in business development to obtain my goals of growing my client base. My return on investment was 4-to-1 before the end of the five week course! It is the most valuable and enjoyable training I have ever participated in.

Tony Parker
Vice President, Commercial
Banking UMB Bank

Breandan Filbert has worked with companies and organizations that recognize prospecting is a necessity to achieve their company's sales goals. They do not have time to waste in their effort and need to generate the most productive activity in the least amount of time. Her extensive experience as a high-performing sales person, coach and consultant gives her the ability to diagnose sales issues, pinpoint the gaps and then help you develop the best approach for your organization.

With over 21 years as a sales person, director, coach, and trainer, Breandan's expertise in sales training, mentoring, planning, and strategy has generated more than \$215 million in new business for clients across a range of industries. An accomplished sales professional with an outstanding track record, she works with individuals and companies to leverage the power of sales referrals to grow their businesses.

Contact Breandan about speaking for your organization!

Visit: www.salezworks.com • Call: 816-522-8178 • Email: bfilbert@salezworks.com

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Power Prospecting: Why Your Leads Aren't Getting You Sales

All the strategic planning, sales forecasts and tactical checklists won't do any good if you, your team and your organization aren't bringing your A game to your prospecting effort. Want to find the gaps in your current strategy? Ready to finally develop a plan that works to generate highly qualified leads, engaged prospects and converts to real sales? Let Breandan show exactly what you need to do to make it happen.

The Referral Network: Taking Your Prospecting to the Next Level

Finally, you have a solid prospecting strategy in place. You have the key components to identifying highly qualified leads, engaged prospects and are converting those to real sales. But you know there is more. It is time to expand your connections, to get others telling your story, and build your own referral partner network. In this session, Breandan shows you how to identify centers of influence, leverage your current connections and form additional relationships that will pay dividends for years to come.