

# Stu Schlackman

## *The Relationship Selling Expert*

Stu Schlackman created the “Four People You Should Know” Personality Styles to help companies build high performance teams and increase sales by understanding how personality styles build stronger relationships.

When you work with Stu, you are gaining a trusted adviser. He works diligently to know his customers’ business and uses his personal success and experience to bring them maximum value.

Stu’s 3 books on sales, *The Relationship Selling Secret*, *Don’t Just Stand There, Sell Something*; *Four People You Should Know*, share important tips and tools.

You’ll want to work with Stu because he always puts his clients first!

### **Speaking Topics:**

#### **Building High-Performance Sales Teams**

When your sales department is suffering from ineffective communications or miscommunications, internally or externally

#### **The Relationship Selling Secret**

When you or your team is struggling to understand and effectively respond to the buyer’s point of view

#### **Negotiating with Power**

When you or your salespeople aren’t negotiating the price or margins that your offerings merit

#### **LIVE Demonstration & Training on selling to different styles**

When your closing ratio isn’t what it should be or what it has been in the past.

### **Contact Info:**

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