



## LIVE ONLINE AND ON-DEMAND WEBINAR SERIES

# LEARN THE SECRETS OF SELLING IN A RECESSION: PUT THE WIND BACK IN YOUR SALES

When it comes to reacting to what has happened in the economies around the world, you have two choices. Give up or step up.

- Outside sales professionals will need to prospect for and close business deals remotely.
- Inside sales professionals will need to engage and motivate distracted prospects and customers.
- Customer service and other support staff will need to "embrace their inner sales professional" so they can help drive revenue.

As keen observers of the previous three recessions will attest, many top performers not only prevailed, but also gained market share despite the turbulence. Let us support you on this new journey and help you "put the wind back in your sales" so that you can continue to create value for your customers.

### 6-Part Webinar Series Join us live online or on-demand!

These 60-minute live webinars are once a week for six consecutive weeks, then the series repeats. Each webinar is followed by a 30-minute live coaching session with Mark Jewell.

- Session 1: Prospering Despite New Constraints
- Session 2: Moving from Outside to Inside Sales
- Session 3: Replacing Reactive with Proactive
- Session 4: Generating New Business
- Session 5: Optimizing Sales Management
- Session 6: Assembling All the Pieces to Win

Flexible viewing options: All registrants get access to an online/on-demand version of every webinar and post-webinar coaching session for an entire year.

▶ Register at [www.sellingenergy.com](http://www.sellingenergy.com)

### Registration includes the following:

- Access to six live 60-minute webinars, each followed by 30 minutes of live coaching
- Access to the recorded webinars and bonus content on-demand for an entire year
- A complimentary copy of Mark Jewell's Wall Street Journal bestseller ***Selling Energy: Inspiring Ideas That Get More Projects Approved!*** in audiobook, e-book, or hardback format (while supplies last)
- Invitation to attend Selling Energy's monthly Mastermind Group Coaching Calls, moderated by Mark Jewell (participate live or listen to session recordings)



## About the Instructor

Mark Jewell is an internationally recognized subject matter expert, coach, speaker and Wall Street Journal bestselling author focused on elevating sales skills. He is a two-time recipient of the prestigious Stevie Award<sup>®</sup> for Sales Training or Education Leader of the Year. Over the last 25 years, Mark has influenced equipment-related decisions in more than three billion square feet of real estate. Mark received his B.S. in Economics and Finance from The Wharton School at the University of Pennsylvania.

See Mark in action on the  
Selling Energy YouTube channel



## About Selling Energy

Selling Energy helps people to advance their careers and become better sales professionals through our award-winning in-person and online sales training workshops. The Selling Energy curriculum artfully combines instruction on professional selling, energy solutions sales, financial analysis, and segment-specific business acumen. Workshops are designed to empower attendees to take action, to identify and advance more projects, to increase participation in incentive programs, to post greater energy savings, and to make their (or their customers') operations more competitive, profitable, and valuable. Selling Energy supports a broad range of customers from the eco-entrepreneur to the Fortune 500 Company.



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