



success. seminar. sanctuary.

Emotions Matter. Emotions are Contagious. Emotions Drive Behavior.

Even if you are a confident, educated salesperson with a high IQ and excellent knowledge of your products or services you ***will not be a high performer*** unless you do two important things. Join Robert Van Arlen, speaker, coach and founder of Robert Van Arlen, Speaks International and certified instructor, business coach, consultant and founder of the Southwest Emotional Intelligence Institute, Joelle Hadley in an impactful seminar to learn how to improve your effectiveness with “Emotional Intelligence”. **Emotionally Intelligent salespeople outsell others by 20% to 40%.**



The challenging nature of sales means that even the most effective salesperson will face *failure and setbacks* far more often than success. Resistance, rejection and hostility result in costly turnover and burnout rates. The ability to bounce back from frequent setbacks is a quality that not all people share.

Emotionally Intelligent salespeople outsell others by 20% to 40%.



From this powerful seminar you will learn why it’s important and how to...

- Deal with setbacks and adversity
- Have empathy and connection with clients and coworkers
- Possess confidence in yourself
- Deal with change and perceived bureaucracy
- Focus on sales performance
- Three things smart people do during challenging times
- Becoming an igniter
- Improve your overall consistency

Selling with Emotional Intelligence

Friday, September 25th

from 8am-4:30pm

The Views Conference Center at Sanctuary

The \$300 registration fee includes continental breakfast, lunch and refreshment breaks. Save \$50.00 if you register before September 21st.

[DETAILS & REGISTRATION](#)