

Selling to Men



Overview of the Program

- Remove any of the hesitations men might have around working with you.
- Get what you want from male bosses, clients, and colleagues
- Understand why men say no to requests for female colleagues/ vendors
- Never again wonder if you will get the deal/raise/promotion. Knowing how to ask for it is 90% of the battle
- Facilitated by a proven business development coach that has extensive experience in building companies
- Great for both service and product based companies and professionals.
- Guaranteed to work or your money back.

Men need to hear things in a certain way to feel comfortable working with you.

Many a deal has been lost by a professional women because she wasn't able to read the mind of her male clients, colleagues, and bosses. Knowing how men think, what causes them to choose one deal while blowing off another, and how to keep a guy's attention, is key to a professional woman's success.

In this seminar, you will learn how men need to hear information, what they are looking for in deals/vendors//staff/partners, what puts them off potential professional relationships, common pitfalls that women face when dealing with men, and the process of 'closing' men on your ideas. Everything from positioning for a promotion to closing a key account. After this session, you will never wonder if your point is getting across or if you are giving him the right information to make the decision your want him to make.

"Incremental and planned efforts create measurable and exponential results."



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