

URSULA MENTJES

Selling with Intention...Closing with Authenticity

Sales doesn't have to be painful!

Since 75% of all sales are closed on the 5th call...

HOW are you going to stay connected to your prospects?

HOW do you sell without sounding like a pushy salesperson?

HOW do you follow up for the fifth time?

...By listening and learning from sales expert Ursula Mentjes!



"URSULA IS
BRILLIANT!"
UnionBankSM

"What if selling could be fun and easy?"



SHATTERS SELF-LIMITING BELIEFS & TRANSFORMS YOUR SELLING TECHNIQUES

Ursula Mentjes is a self-taught executive who knows what it takes to wake up every morning with an intentional plan to succeed. Eschewing the typical sales rhetoric, she shows audiences how to close the sale without losing their soul.

With her Midwestern charm, Ursula patiently peels back the layers of limiting beliefs that foster a nest of mediocrity. She then arms sales representatives with the timely tools that forever transform the way they sell.

Named **Small Business Administration's Women in Business Champion**, & received the **Lifetime Achievement Award** from the President of the United States of America



*"Ursula's sales training & coaching has helped **fine tune a focus and sales drive in me** that has put me in the top 10 of Sales Rookies in my Fortune 500 company."*

Tamara S. Schaefer

PAYCHEX

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"Ursula has helped hundreds of sales professionals **double their sales quickly** by teaching them the sales skills and mindset they need to make selling easier. **Ursula's a captivating speaker** who always leaves her audiences begging for more."

BRIAN TRACY  **INTERNATIONAL**

"Ursula Mentjes has a fun, engaging style that really resonated with our sales team!"

 **FAIRVIEW**



One Great Goal...

A guide for Entrepreneurs and Sales Professionals who are ready to live in service and on purpose...

One Goal at a Time

Ursula C. Mentjes
author of Selling with Intention

"This powerful, practical book shows you how to connect with customers by fully understanding the sales process from the financial, lifestyle, and..."

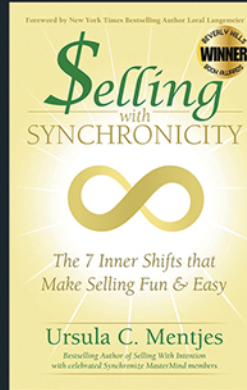
Selling with Intention

2nd Edition



THE MINDSET AND TOOLS YOU NEED TO DOUBLE OR TRIPLE YOUR SALES THIS YEAR!

Ursula C. Mentjes



QUALIFIED LEADS + QUALITY CALLS = QUANTUM LEAP IN SALES

Plucked from retail to start selling technical training, Ursula quickly realized that hitting her quota of calls was irrelevant; it was the quality of the call that was paramount. Using her method of believing, planning, calling, and following up, her sales hit the stratosphere! In fact, Ursula and her team grew a Santa Ana branch from losing \$60,000.00 per month to an astounding feat of over \$3 million per month.

REAL SALES EXPERIENCE PLUS CALLING IN REAL TIME!

Ursula became a student of sales understanding what works...and what doesn't culminating in her creating Sales Coach Now to train others to maximize sales. Her work with over 6800 entrepreneurs plus 221 companies allowed her to write 4 books.

Today, she speaks and trains others how to harness the power of selling. Rather than simply telling sales representatives how to sell, she works with them on the phone in real time to make appointments and close sales!

Top Keynotes & Workshops

- 1 The Exact Attack: How to Create A Specific And Measurable Plan That Doubles Your Sales In 90 Days
- 2 Don't Stop Believing: How to Tune in to Your Money Mindset to Orchestrate Better Sales
- 3 No More Phone-A-Phobia: Insider Secrets For Picking Up the Phone and Booking the Appointment
- 4 Get Your Cell Phone Out of Jail! How To Leave Messages That Get Your Phone Calls Returned

"Selling isn't telling. Selling is asking questions."

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