

SME

SALES AND MARKETING
EXECUTIVES OF TOPEKA

Presents

SME LIVE!

Tuesday, April 9, 2019

Topeka Civic Theatre
3028 SW 8th Ave, Topeka

Chameleon Selling

Merrick Rosenberg is a thought leader, entrepreneur and keynote speaker who brings the personality styles to life. He co-founded Team Builders Plus in 1991 and Take Flight Learning in 2012. He is the author *The Chameleon* and co-author of *Taking Flight!*.

Merrick has worked with professionals at all levels, from line staff to senior managers at more than half of the Fortune 100 companies throughout the world. In addition to speaking at conferences and events for companies, Merrick has spoken to groups, such as TEDx, Association for Talent Development, Society for Human Resource Management, and others. Merrick is also a sought-after guest on radio and television shows.

Chameleon Selling

Turn Your Personality into Your
Greatest Competitive Advantage

Sales are won and lost for a variety of reasons. Many salespeople automatically sell to others in the manner they want to be sold to. But, rather than imposing your selling style on others, discover how to infuse personality into everything you do. Learn how to build rapport to close the deal and make adaptability the greatest weapon in your sales arsenal. Develop chameleon-like flexibility and transform your sales in a way you never dreamed possible!

You'll learn how to:

- Reimagine each phase of the sales process to instantly connect to any prospect
- Uncover how your selling style is working against you in unimagined ways
- More deeply resonate with your customers to engender loyalty and increase sales
- Rejuvenate your approach with prospects you find difficult to close

By **Merrick Rosenberg**

Turn Your Personality into
Your Greatest Competitive Advantage

Premier Sponsor



Platinum Sponsor



Join us in sponsoring SME Live!

Platinum: \$5000

30-40 tickets, dinner included
company logo on all print promotion
and full page ad in program

Gold: \$2500

20 tickets, dinner included
company logo on all print promotion
and half page ad in program

Silver: \$1000

8 tickets, dinner included
company name on print promotion
and featured in program

Bronze: \$500

4 tickets, dinner included
company name on print promotion
and featured in program

**Contact SME to reserve your
spot. SMETopeka@cox.net
or 785-246-9600**