

Explode Your Sales, Retain Your Clients & Build a **THRIVING Culture** With Master Connector **LOU DIAMOND**



Your people aren't doing as well as they could because they don't ask for business enough. They have trouble developing the relationship to the point where they can make the sale. **They waste time not connecting at networking events, they're overwhelmed at conferences,** and they generally spend most of their time in environments that are designed to work against them with distractions.

Yet people crave constant connection. You can't thrive as a company or as a person without truly connected relationships. We live in a world where relationships are surface-level. But the businesses that succeed are those whose people develop visceral and emotional connections.

Fortunately, the skills to develop these kinds of relationships can be learned. It's the companies who focus on deep relationship building that always win, and **with Lou Diamond's help, your people can master it too.** He will share the skills you need to have BEFORE the pitch to connect better with your targets or clients or prospects.

FEATURED PRESENTATIONS

CONNECTWORKING

This program is designed to help your people know how to go into a networking event or association meeting and make meaningful connections. Your audience will discover:

- **How to tap into the muscle of your connecting core**
- **How to use your openness and friendliness skills the right way in these business opportunity situations**
- **An experiment that will allow them to engage in networking practice to improve their connecting skills immediately.**

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BEFORE THE PITCH

This program is designed to help your audience improve how they network, prospect and build connections to expedite the sales process and maximize the opportunities they have. Much like sports, or any kind of performance or competition, preparation is key, not only on your skills but on yourself. **Your audience will discover the kind of communication tools needed in today's environment to get ready before they even walk in the door.**

AFTER THE CLOSE

This program is critical for client retention! Your audience will discover:

- **How to retain the clients they work so hard to get**
- How to build the relationships so the clients not only come back because their problems are solved, but because of the relationship
- **What actions and communications they should engage in to solidify client relationships.**

BE BRIEF, BE BRIGHT, BE GONE

This program will help your audience identify their communication style and play to its strengths so they manage their time well while STILL building great connections. Your audience will discover how they can communicate quickly and still connect. They'll also understand **how to make a greater impact on their clients with less words and quick connections so they can get more done in less time, while still building strong rapport** with every client.



**Book Lou Diamond To Help You
Master Making Connections
Call 917 612 6170 or
Email info@thriveloud.com**