

Real-time Resilience for Sales People

Here are some startling sales statistics: The average sales person only makes two attempts to contact a prospective customer and 44% of sales reps will give up after one attempt.

WHY? BECAUSE REJECTION DOESN'T FEEL GOOD.

This is why smart sales leaders know that playing the sales game is not just about good technique – it's about knowing how to motivate your salesforce to persevere through any rejection. When selling gets tough, your salespeople can feel stressed out, unmotivated and unproductive.

In today's fast-paced, competitive world, everyone needs to know how to maintain high levels of positive energy to stay top of their game.

In this motivating keynote address, Louisa shares science-backed strategies that will allow your sales people to bounce back quickly from adversity, learn from failure, be motivated by challenges and respond to stress effectively – so they can keep going, no matter what.

By leveraging the science of performance psychology and the latest research in neuroscience, Louisa can take your team from good to great.

About Louisa Jewell, MAPP

Louisa Jewell is a speaker, author, and Canada's leading expert in positive psychology. She has taught thousands of people to flourish – both at work and in their personal lives – using positive psychology.

Louisa is a graduate of the ground-breaking Master of Applied Positive Psychology (MAPP) program at the University of Pennsylvania which is the first master's program in the world that offers in-depth study of the science of psychological well-being, led by renowned psychologist, Dr. Martin Seligman. Louisa is a professor of positive psychology at the University of Texas and was an instructor at the University of Toronto and regularly delivers webinars and workshops to positive psychology practitioners around the world.

