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STELLAR SELLING SOL HICKS

“

Let's change the way we think about selling. If we don't change the way we think, we will not change the way we sell. And if we don't change the way we sell, we won't become better than we are today.

”

In *Stellar Selling*, the talk that electrifies audiences across the world, legendary sales professional **Solomon Hicks** transforms the relationship audiences have with the art of sales. Unlike anyone in the industry, Sol's unique perspective on service, value, and relationship has led him to the very pinnacle in the profession. In this talk, he explains the keys to long lasting success.

Your audience will learn:

- » How working on **YOU** first, makes you better than the rest
- » Why people management is better than prospecting, products, or performance
- » The **3 Keys to Success** every successful sales pro understands and practices



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LIMITS DON'T GET A VOTE SOL HICKS



Are you establishing goals that push you beyond yourself, or are you allowing limits to direct you?

There's an easy way to know the difference. You set goals. You see limits. Goals move you forward. Limits show you where you should stop.



Take your audience to new levels of production and joy with this breakthrough concept from the world's leading sales professional, **Solomon Hicks**. In *Limits Don't Get a Vote*, Sol helps explain how our brains create barriers to success and how to overcome them. Drawing upon his 50 years of experience in the insurance industry, Sol does more than motivate – he educates his audience on how to rewire old thinking to accomplish the unbelievable.

Your audience will learn:

- » How our brains sabotage explosive growth
- » How to reset your internal limits
- » How to set breakthrough goals that get accomplished



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WAY LIGHTING THE SOL HICKS



We don't have to be alone in this business. We don't have to see the people we work with as competition. We can see them as companions on a journey, teammates in a game, members of the same family.



In this engaging and emotionally powerful talk by sales legend, **Solomon Hicks**, your audience will have a renewed passion about the leadership and dignity in their profession that truly transforms results. They will learn that they are the light in the darkness of the industry and feel empowered to pursue not only their own goals, but to uplift everyone around them too.

Your audience will learn:

- » A new passion and commitment for their work
- » A clear path to leadership in the industry
- » How to stay motivated, connected and committed to the people we serve