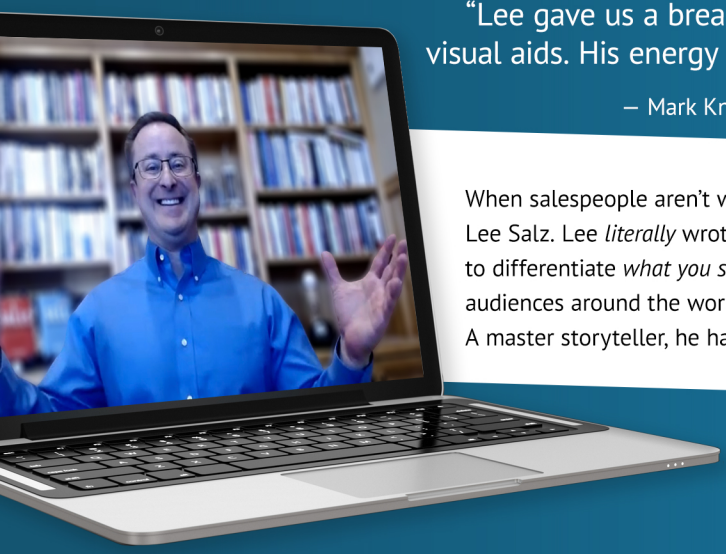
LEE SALZ

Sales Management Strategist

Business owners, executives, and salespeople are endlessly searching for ways to land new accounts and grow existing ones while protecting margins. It's tough to stand out in a noisy marketplace. You need to differentiate to dominate!

Most executives think *marketing* is the sole source of differentiation. But what about *sales*? This commonly neglected differentiation opportunity reveals the secret to open doors with complacent prospects and engage buyers in a meaningful way to...

Win More Deals at the Prices You Want!®



"Lee gave us a break from PowerPoint fatigue and delivered his message without visual aids. His energy level and passion set the perfect uplifting tone for our meeting."

— Mark Knurek, North American Sales Manager, Lubrizol Advanced Materials

When salespeople aren't winning deals at desired levels or price points, business owners and executives turn to Lee Salz. Lee *literally* wrote the book (actually, two international bestsellers) on Sales Differentiation™ strategy to differentiate *what you sell* and *how you sell*. He's a widely- acclaimed sales management strategist inspiring audiences around the world with actionable strategies and tactics that they can immediately put into practice. A master storyteller, he has audiences on the edge of their seats as they learn how to outsell the competition.

"Man, did he crush it! My team loved *Lee's Virtual Tonight Show™!* No slides, just real talk!"

— Trent Anderson, Vice President of Sales, LS Networks

Lee's Virtual Tonight Show™

Starring YOUR Company

What do you do when you need to energize your team and teach them new skills, but can't get them together for an in-person event? Host Lee's Virtual Tonight Show™ starring YOUR COMPANY.

Everyone has had enough of narrated PowerPoint presentations with a tiny talking speaker head, but that's what most virtual programs are. Zoom fatigue sets-in and they tune out. Your team wants a different experience in a virtual environment and that's what you'll give them!

Lee's Virtual Tonight Show™ program is presented in an interview-style format. There are no slides, just our video on screen, which audiences love. We'll delve into sales, business development, and sales management topics most of interest to your team. It's a fully tailored experience to what you want the team to hear.

Audiences laugh, get energized, and, most importantly, learn strategies that help them blast through roadblocks.

MEMBER NSA® NATIONAL SPEAKERS ASSOCIATION

espeakers CERTIFIED VIRTUAL PRESENTER

Ask About Lee's In-Person Keynotes!

Have Lee at Your Next Virtual Event! (763) 416-4321 • LSalz@SalesArchitects.com