
Suzanne F. Stevens, Maven Sales Mobilizer - Providing Influential Holistic Sales Solutions

Tailored Influential Sales Communications Keynotes

45-90 minutes

Backpack to Briefcase to Boardroom

Suzanne F. Stevens elevates the sales performance of experienced sales people and professional service experts. She develops their influencing skills so they can win more business, maintain long-term client relationships, and execute a seamless client experience.

Suzanne incorporates over 20 years of sales, influence, and training experience with her adventure travel to over 40 countries to bring audiences to the front row.

As a speaker, trainer, and coach, Suzanne's mantra is: "We perform at our best at the edge of our comfort zone". In Suzanne's high-energy, interactive presentation her goal is to take people to the edge. She achieves that by bringing her backpack, briefcase, and boardroom experiences to inspire individuals to elevate their sales performance.

Ignite Excellence's researched influence philosophies and consultative sales practices are used to challenge each individual in their perception and ability to communicate with influence, while being able to differentiate themselves, their offer, and their company, in order to engage more people and win more business.

In tailored keynotes that are short and sharp to long-term solutions, Suzanne F. Stevens will inspire each individual to move to action with winning results.

Keeping the Torch Lit
Motivating Employees in Challenging Times

Duration: 45-90 minutes

It is easy to lose your footing on the slippery slope of an economic downturn. Negativity can create a dangerous momentum. The companies that will not only survive, but also thrive, are companies that engage each employee in meaningful dialogue. As a group, positive momentum needs to be built in order to reach the summit. It is the equipment we use that creates a positive or negative momentum. How do we stop sliding and push for the summit? Influential communications.

Suzanne F. Stevens will talk about five Ignite Insights that demonstrate what it takes to motivate an individual, and ultimately a team, in challenging times. The audience will go on a

journey where Suzanne climbed the largest mountain in Africa: Kilimanjaro, regarded as achievable to most people with the right training. She reveals the communication challenges that occurred and why her summit was never realized.

The beginning of the climb was about motivation — the incompleteness of the climb was due to a lack of communication. The five Ignite Insights will assist in motivating employees in any environment especially when the task seems insurmountable.

Engage Suzanne to talk to your team!
Influence. Differentiate. Engage.

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Two Sticks & a Magnifying Glass
Lessons from Developing Countries - Going Back to Basics

Duration: 45-90 minutes

When times are tough, getting a business edge can seem even tougher. Throughout history, we have seen organizations go through change when their budgets are tight. We hire people to get us out of our predicaments; we look to successful companies; we look to our leaders; but rarely do we think to look to developing countries.

Challenging times force us to retreat and go back to basics. These fundamentals are often what made us successful in the first place. Suzanne continues to be drawn back to a continent where the basics are often the only means of survival. Suzanne's journey to Africa was not clouded by the sinister perception of 'poverty and corruption', often associated with the continent, but rather by their wealth: GRATITUDE.

Looking to many African communities, we can re-learn what Suzanne believes many westerners have forgotten. The fundamentals of building a fire so we can once again see. Suzanne F. Stevens will guide your team through seven Fire Starters from developing countries that will protect leaders and their teams from mediocrity and Ignite them to Excellence!

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Seeing Through the Smoke
Removing Judgment from Interactions to Optimize Sales Potential

Duration: 45-90 minutes

In a world where knowledge is king, that knowledge can truly be an inhibitor to sales potential. A Sales Person's own knowledge and perception of a situation will jeopardize the ability to cross-sell, up-sell, and sell long-term. Business Developers often allow his or her experience to be a filter in aiding a client solve a problem. Although this is a natural process, it can often cloud the ability to listen and understand the client's perspective and experience. With smoke in our eyes, it is virtually impossible to gain a real understanding of what motivates someone's decisions. The lack of vision creates a barrier in influencing the client and creating the optimal long-term business relationships.

Suzanne F. Stevens will demonstrate why individuals' personal obstacles may prevent them from closing more business. Sales people gain an appreciation of how individuals and organizations make decisions, and learn how to leverage this knowledge to promote connected relationships; understand individual motivators; and ultimately, the ability to have a clear vision to sell more profitably in the short and long-term.

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