

The Doer Seller Dilemma

And the shift that resolves it

- ▶ If you believe the old ways of expanding business don't work in today's competitive market
- ▶ If you believe in the necessity of a fully engaged culture in a growing organization
- ▶ If you believe in the benefit of involving technical people in Business Development
- ▶ If you believe in the value of training to decrease the employee turn over rate
- ▶ If you believe we are always selling, no matter where we are and what we do!

This one hour free seminar can ignite your machine and push it in the right direction.



Afsaneh Abree has combined 17 years of experience in Corporate Business Development with more than a decade of passionate pursuit of coaching. Very early in her career she recognized the value of every individual contributing to the development of the organization. No machine can run on one or two wheels and keep growing. Every individual in an organization is a beating heart for growth.

Covered in this seminar:

- ▶ Why do you need to be involved in business development?
- ▶ What are some challenges?
- ▶ What are some tips and tricks?
- ▶ What is the one thing you can do?
- ▶ Create one commitment

Professionals benefiting:

- ▶ New to the organization
- ▶ Moving up in an organization

- ▶ Technical staff required to bring in business
- ▶ Entrepreneurs & start ups
- ▶ Anyone curious enough!

This short seminar is offered regularly at my office. If you are interested in having it at your location please feel free to contact me. There is a 10 week workshop that digs deeper into the subject with the goal of creating sustainable & measurable results. Feel free to request information.

Kindly, Afsaneh