

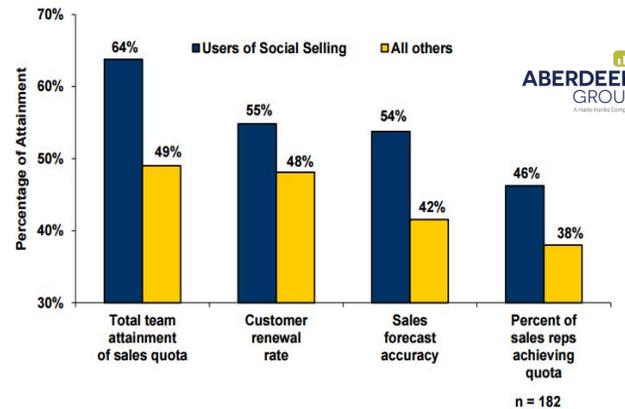
# NEURON SOCIAL SELLING WEBINAR



“ Neuron Social Selling is an effective way for sales reps to improve their ability to captivate prospects and customers and close deals. This short session takes our natural conversational thought process and turns it into a 'sales tool' that can be easily retained and used by sales reps. ”

– Luis Curet, VP Sales, Intermedia, Inc.

Figure 1: Current Performance Benefits of Social Selling



**31% More Sales Quota Attainment**

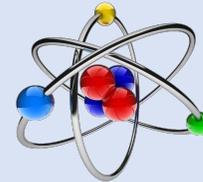
## Social Selling Challenges

**OLD SCHOOL:** Cold Calls, Emails, Telemarketing, Trade Shows, Web Inquiries

**NEW SCHOOL:** LinkedIn Sales Navigator Social Selling (467 million contacts)

What are the advantages of improving your social selling skills?

- 375% LinkedIn Connect Rate Increase
- 212% Higher Lead Conversion Rates
- 31% More Sales Team Quota Attainment
- 29% Social Selling Index Improvement



NEURON LEADERS  
Consulting Group

Neuron Social Selling, Content Marketing, Change Leadership

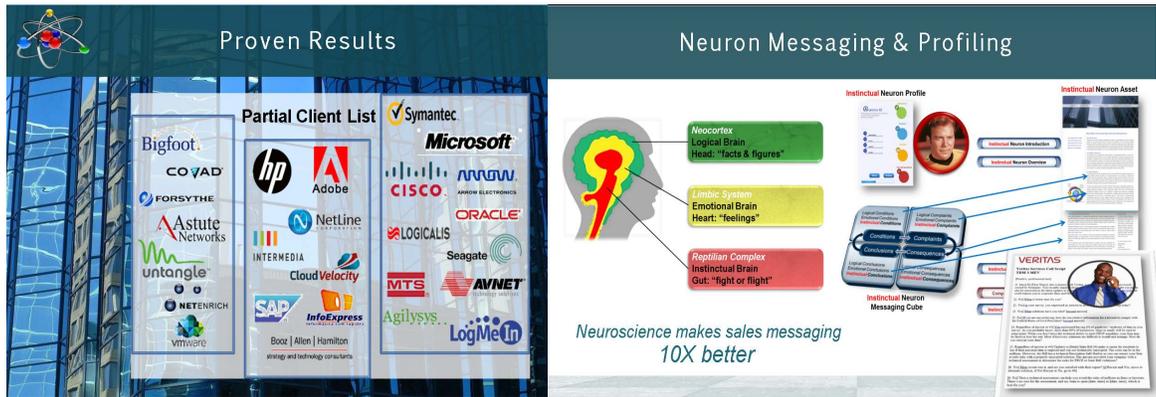
## Social Selling Answers

How do golf pros consistently win? They work with expert coaches and learn about the latest science. Likewise, top sales professionals know that it's critical to improve their game. **Over 15,000 sales professionals** have dramatically improved their social selling skills via the secrets and techniques revealed in the **Neuron Social Selling** webinar. This webinar leverages 10 years of executive consulting for clients like Adobe, Avnet, Arrow, Cisco, HP, IBM, Logicalis, LogMeIn, Oracle, Riverbed, SAP, Symantec, VMware, and others to deliver the only neuroscience-based social selling training program with field-proven results. Unlike other social selling programs that are expensive, disruptive, and ineffective, **Neuron Social Selling** is fast, affordable, proven, and comes with immediately effective templates and deliverables including a free **Neuron Personality Profiler App**. What will you learn from this webinar?

- ✓ Neuron prospect profiling & Boolean searches to identify optimal contacts
- ✓ Advanced LinkedIn Sales Navigator social selling techniques & Group creation
- ✓ Neuron sales messaging to increase Connects & InMail responses & avoid "spam police"
- ✓ Compelling Neuron thought leadership social selling content recommendations
- ✓ Using Mirror Neurons to motivate immediate prospect response and action
- ✓ LinkedIn profile analysis and neuroscience-based prospect scoring
- ✓ How to raise oxytocin and dopamine levels to ensure prospects love your brand
- ✓ Adjusting your LinkedIn Profile & Neuron sales approach to attract prospects
- ✓ Creating low-cost interactive video surveys that appeal to the R-Complex
- ✓ Limbic System Neuron Persuasion techniques to increase conversion rates
- ✓ Using Neuron Contrasts and the 3-Act Sales Play to shorten sales cycles

**ONLY \$99**

Portion of proceeds benefit San Diego County's #1 Veteran's Non-profit



*“ One of the best workshops I've ever attended. Their executives were knowledgeable, entertaining, and inspiring. The templates, examples and processes we received were outstanding.”*

*—William Gouveia, Marketing Director, Booz Allen Hamilton*

**Who Should Attend?**

Taking advantage of social selling can increase sales quota attainment by 31% (Aberdeen Group). The **Neuron Social Selling** webinar can help you double that rate and is designed for professionals or partners in sales, sales management, channel or OEM sales, demand generation, sales training or enablement, marketing, or related disciplines. This two-hour webinar includes best practices, case studies, templates, and deliverables that can immediately accelerate social selling results. Developed over a 10-year period and field-proven with industry-leading firms, Neuron Social Selling has delivered impressive results by empowering unique neuroscience-based sales messaging, sales enablement, advanced social selling techniques, and prospect nurturing processes that align with popular sales methodologies, LinkedIn Sales Navigator, Marketing Automation systems, and CRM (Salesforce, etc.).

**What's Offered?**

**Why Attend?**

Webinar leader Bill Reed is a 25+ year executive consultant and *New York Times* bestselling author who will inform, inspire, entertain, and guarantee results. If you're not thrilled with the webinar, your fee is refunded. **Attendees will learn how to save 10X the cost of the webinar** by employing just one technique imparted that reduces the need to use costly LinkedIn InMails and increases Connect rates by an average of 375%. Attendees also get **FREE** access to a powerful **NEURON PROFILING APP** that matches your Neuron Profile with your prospects' to create a powerful social selling best-practices messaging and approach guide.

*Sign up for a Neuron Social Selling webinar today!*



**FOR WEBINAR SCHEDULE AND TO CONFIRM YOUR ATTENDANCE**

Neuron Leaders Consulting Group has delivered impressive results to dozens of clients by empowering unique leadership principles, messaging elements, advanced social selling programs, sales enablement assets, and lead nurturing processes that integrate with Salesforce.com, LinkedIn, Twitter, marketing automation systems, popular sales methodologies, HR & leadership best practices, story-telling techniques, and Buyer's Journeys.

408.771.7491  
 www.neuronleaders.com  
 bill@neuronleaders.com