



The Working Smarter & More Successfully Series

Helping you make progress on the road to success!

Keynote Presentations

- Velvet Rope Marketing – Hosting Wildly Successful Client Events
- The new 80/20 Mindset – Mastering the 80/20 Principle
- Marathon Selling – Successful Consultative Selling Skills
- 10 Success Tips from Million Dollar Producers
- The Extra Mile – 7 Powerful Strategies for Strengthening Client Relationships
- Story Selling To Share Concepts with Clients
- The Winning Attitude of Champion Athletes
- Working Smarter Tips from The Magic of Working Smarter
- Optional: Tell me what your audience would like to hear about

What audiences have learned from each presentation:

• **10 Success Tips from Million Dollar Producers:** It is common knowledge that we can learn from our own mistakes and successes OR learn from others. This program shares insights and tips from successful financial advisors whom are enjoying success, working smarter than ever, making more money than most and having more fun than you can imagine!

• **The Extra Mile – 7 Powerful Strategies for Strengthening Client Relationships:** What a change we have seen since the 1980s and 1990s, when the financial services business was commodity and transaction driven. Cold call cowboys, public seminars, and books of business that were a mile wide with relationships an inch deep! Our business has changed and clients are more demanding than ever, when it comes the attention you give them. This one-hour presentation is filled with ideas from successful salespeople who have discovered ways to strengthen relationships and stay “top of mind” with their better clients.

• **Story Selling to Share Concepts with Clients:** People remember stories because they can relate to them so easily and create pictures in their minds. You will hear at least twenty stories that stir the emotions of your clients and prospects and help them understand various investment concepts.

• **The Winning Attitude of Champion Athletes:** The traits of successful salespeople are very similar to those of successful athletes. Attitude, discipline, passion and drive make a huge difference in their success as well as yours.

• **Working Smarter Tips from *The Magic of Working Smarter*:** this presentation provides tips, stories and examples from my first, “easy and quick read” book, titled *The Magic of Working Smarter*. There are plenty of examples from successful people who have discovered a method to balance their life, work, fitness level and success, while working smarter instead of harder. These are real-life examples that are simple to incorporate into your life!

• **Optional:** tell me what your audience will want to hear and I can create a presentation specifically for your meeting.



Neil Wood is a popular keynote speaker who has spoken at more than five-hundred sales meetings since 2002. He shares success stories and practice management solutions that help salespeople work more effectively, efficiently and profitably, while working fewer hours each week! He is also the author of *The Magic of Working Smarter*, a former professional athlete and veteran of the US Air Force!

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