

Shawn Casemore

www.shawncasemore.com



Shawn Casemore works with organizations to create an environment of Unstoppable SalesSM.

Achieve Unstoppable SalesSM

- Learn new skills to sell in today's economy
- Understand how to gain and retain the attention of prospects
- Reduce lengthy sales cycles and create predictable sales results
- Improve closing ratios while maintaining maximum margin
- Propel past price objections and increase the value of your offer
- Discover the D.R.I.V.E. Negotiation Strategy and win more sales
- Integrate social selling strategies to engage younger generations
- Nurture prospects to maintain momentum and increase trust
- Build an unstoppable mindset to push through unforeseen barriers
- Learn strategies to upsell and cross-sell increasing the value of each sale

What Shawn's Clients Have to Say:

"Shawn was a highly engaging speaker at our CEO, Operations and CFO Roundtable events, providing fresh and pragmatic ideas that our members could apply in their organizations."

– **Tamela Blalock, Director, Membership Services, National Association of Wholesalers**

"Shawn was a pleasure to work with! He turned our ideas for a presentation into a very relevant and engaging presentation for a diverse group of employees."

– **Sandra Tartaglia, Human Resources, McNally International Inc.**

"Shawn was entertaining, enthusiastic, relevant and motivational."

– **Jody Kyle Vice-President – Program Development, YMCA Canada**

"Shawn is a dynamic presenter... I would not hesitate to engage Shawn's services again..."

– **Ron Oberth, President, OCI**

"Shawn presented to our dealer network at our recent conference, and our dealers were very impressed. Shawn engaged the audience – keeping their attention and interest – while educating them on a number of great selling tactics."

– **Jeremy Calhoun, President, Calhoun Super Structure Ltd.**

Shawn is an expert in sales growth, sales culture, and mastering influence. As a professional speaker, he prepares executives, leaders, and their teams for breakthrough growth and performance.

Shawn's presentations include real-world examples and stories that inspire and mobilize his audiences to new levels of growth and innovation.

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Ten Questions to Create Unstoppable SalesSM

1. Do you accelerate your outreach to prospects?
2. Are you using Push-Pull Prospecting to draw prospects to you?
3. Is your offer, language and positioning different than your competition?
4. Are you building parallel relationships with decision-makers and influencers?
5. Are you using the Buyer Value Pyramid to sell on value?
6. Are you positioning upsells, cross-sells and resells at multiple points?
7. Is your negotiation strategy sufficient to drive past objections?
8. Do you use assumptive closes to confirm willingness to move forward?
9. Are you using options to increase sale value and improve your closing ratio?
10. Are you building a referral vortex with every new customer?



Praise for Shawn's Books

This book is full of simple, practical tips that can be easily applied to up your sales game.

– John Mallory

A very well written book, with easy to understand and implement methodologies.

– Julie Shaw

Fantastic read – beneficial for anyone in sales or related fields.

– Brock O

Website:

www.shawncasemore.com/speaking

LinkedIn:

<https://www.linkedin.com/in/shawncasemore/>

Facebook:

<https://www.facebook.com/UnstoppableSalesMachine>