



SalesMaven
MAKING SENSE OF SALES

Buying Signals: Converting Casual Conversations Into Sales

- ☆ Increase your likability and credibility quickly when meeting someone new
- ☆ Learn to recognize the subtle cues people give when they're interested in doing business
- ☆ Know what to say when you get a buying signal to move clients into action

Your audience will take away simple, yet powerful techniques to implement immediately into their work and personal life. Whether you've been in business for 30 years or are just starting out, everyone will benefit by applying what they learn. Nikki provides handouts for notes, easy to follow steps, and shares real examples from her 22+ years in business. Your audience will be engaged, entertained and leave excited to try out what they've learned.

"Nikki Rausch is a top notch presenter! Not only is her content relevant to a wide array of guests but her presentation style is engaging and fun to watch. She is a true professional and I highly recommend her."

Heather Visca, Foxfire Events

Nikki Rausch

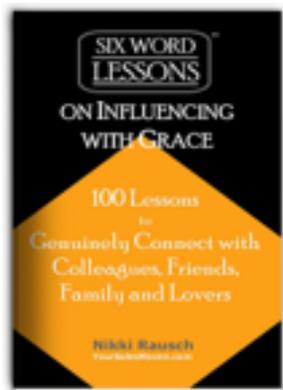




Sales Maven founder Nikki Rausch is an award-winning sales executive with 22+ years of sales experience selling to organizations such as Bill & Melinda Gates Foundation, Johnson & Johnson, Hewlett Packard, Seattle Public Schools, & NASA. By combining her sales experience with her master certification in Neuro- Linguistic Programming, Nikki teaches simple, yet powerful techniques anyone can use. Entrepreneurs hire Nikki to learn how to sell in an authentic way without being pushy so they build relationships and close more deals.

Nikki holds a B.A. in Business Administration from the University of Washington. She has been honored several times as 'top-producing sales person' and 'outstanding business partner'. Nikki was also featured on the cover of Female Entrepreneur Magazine in 2002.

Nikki is a best selling author. Her two books, **Six-Word Lessons on Influencing with Grace: 100 Lessons to Genuinely Connect with Colleagues, Friends, Family, and Lovers** and **Buying Signals, How To Spot The Green Light & Increase Your Sales** are both available on Amazon.



Hire Nikki to speak at your next meeting or networking event



www.yoursalesmaven.com

360-509-6399

nikki@yoursalesmaven.com