



7 Ways Carl Henry Can Help Your Business This Year



Each of Carl Henry's presentations have one thing in common: they're all aimed at improving your bottom line right now. You won't find any of the same old ideas here – just hard-hitting, real-world advice and insight. Here are some of his most popular programs:

Hiring Assessments to Find Top Talent – Bad hiring decisions are an incredible drag on your bottom line. By finding the right people, or benchmarking positions for future needs, Carl can show you how to save on recruiting, training, and salary costs – not to mention help you put together a team of superstars.

The MODERN Sales System – Used by top producers all over the world, MODERN breaks the sales process into logical steps, allowing salespeople to explode their closing ratios.

The PEOPLE Approach to Profitable Customer Service – It costs more than ten times as much to find a new customer as it would to keep the ones you have, and yet many companies are letting the most valuable part of their revenue stream slip out the back door.

How to Turn Your Trade Show Booth Into a Cash Machine – Why is it that most companies will spend six or seven figures on a trade show booth, and then fail to prepare their sales staff? Find out why trade shows are such a huge selling opportunity... and what you can do about it.

POWER Presentations – Good presenters are effective salespeople and leaders. In this program, Certified Speaking Professional Carl Henry gives you his insider tips for a strong speech or business presentation.

Selling for Non-Salespeople – Your support staff might not be responsible for “hitting the numbers,” but their contact with customers and prospects gives them dozens of hidden chances for closing new business.

Management Consulting – As a company, you're only as strong as your leadership. But sometimes, the best perspective is from an experienced eye who can see what you might have missed. Carl can help you fill strategic gaps, or just get your division running more profitably.

Carl Henry | 704-847-7390 | chenry@carlhenry.com