



## SIGNATURE PRESENTATION

# MOTIVATE THIS!

– For Sales & Sales Management –

**T**he biggest challenge people in sales face today is staying optimistic and motivated to be at their best for more than just a few days.

*"Nothing keeps salespeople from being productive and achieving their sales goals more than harboring negative feelings or having a bad attitude during the process."*  
– **Steve Rizzo**

Studies have shown that our brain has a negative bias. We tend to fixate on what isn't working in life rather than focusing on the positive factors. **Motivate THIS!** is a guide to shifting your sales team's thought process so they are programmed for success – regardless of their circumstances. It provides them with a foundation to stand on when the nuts and bolts fail and the ratio of "Nos" outweighs the "Yeses."



Steve's **Common Sense Success Strategies** will enable your sales team to transform their perspective so they can view challenges and setbacks through a more positive lens.

### STEVE WILL SHOW YOUR GROUP HOW TO...

- **SHIFT** their way of thinking to get the results they want.
- **Train** themselves to feel good, be resilient and stay motivated throughout the day. Every day!
- **Develop** skills that will eliminate the Curse of Negative Self-Talk.
- **Improve** their focus and commitment to achieving their sales goals.
- **Enjoy** the journey toward their goals.

### WHAT CLIENTS SAY

*"Steve Rizzo delivered what he promised when we hired him, i.e., to be the best keynote speaker we've ever had! I can honestly say that in the 18 years I have been organizing National Sales meetings, nobody has delivered quite like Steve did. The feedback we got from our 450 salespeople and sales managers indicated that I am not the only person that feels this way. I know our folks left ready to tackle their sales goals with a renewed energy and definitely a better attitude!"*

**TOM CHELEW – VICE PRESIDENT, SALES AND MARKETING, ENTERPRISE FLEET MANAGEMENT**