

Melinda Brody
AND COMPANY

Your One Stop Video Shop

MEET
**Leah
Turner**

Leah Turner is a highly sought-after sales coach, speaker and trainer. She has worked with hundreds of new home sales teams across the country sharing innovative ways to improve and enhance their sales skills and presentations to increase sales.



Engaging, educational, and always entertaining, Leah's delivery and format leave her audiences empowered, motivated and ready to take it to the next level.

Most Popular Programs:



The Power of Personalization:

Personalize + Customize =
MORE SALES



Cracking the Code:

Defusing Objection
Bombs!

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Cracking the Code: Defusing Objection Bombs!

BOOM! Buyers' objections can often derail sales people and end up blowing up the sale! Learn how to defuse the bombs and make the sale!

Topics covered:

- Identify what is and is not an objection
- Discover how NOT to overcome objections
- Learn a simple four step process to overcome most any buyer objection
- Use this knowledge to make the sale

"Entertaining, engaging, and educational! Leah's 'Defusing the Objection BOMB' presentation was a hit with our Triangle SMC. Content rich and delivered with high energy and a lot of humor, her program packs a powerful punch!"

**- Melissa Langdale, Home Builders Assoc.
Raleigh, NC**



The Power of Personalization: Personalize + Customize = MORE SALES

Would you like to make more sales? In new home sales, it's all about customizing and personalizing your presentation to create the ultimate sales experience for your buyers.

Topics covered:

- 'Set the stage' for success
- How to ask the RIGHT discovery and qualifying questions
- Become a master storyteller, not a feature dumper
- EARN the right to ask for the sale

"Actually gave me something new! Not same ol' same ol, great presentation, useful tools, great energy!"

- Rosy Messina, ICI Homes, Daytona Beach, FL

**Ready to take your sales team to the
next level? Call today to book your training date!
Customized sales workshops available (407) 252-9829**