



Sgt. Ken Weichert Program

The Psychology of Selling

This highly interactive workshop identifies the indispensable attributes all exceptional communicators must possess to cultivate a climate of connection, rapport and relationship building. Developed by Army Master Fitness Trainer, Master Resilience Trainer and decorated combat veteran Ken Weichert (aka SGT Ken®), this presentation features seven superior strategies to speak successfully in every situation. You'll discover how to abolish anxiety, live to listen, create connection, enhance excitement, trust your timing, overcome objections, restore resilience, and to expand through empowerment.