



If you want to turn your prospects into clients, develop sales and service strategies to build your bottom line, and learn to become passionate about selling, then Meridith Elliott Powell is the right speaker for you. A member of the National Speakers Association, the Carolinas Speaker Association and American Society of Training and Development, Meridith is a high energy speaker who delivers!

## Meridith Elliott Powell

Business Development Expert - Networking, Sales and Service  
*Speaker, Strategist, Business Coach, Trainer*



### *Topics For Impact*

#### *Build Your Network – Change Your Life!*

##### *Meridith's Mantra and Networking Presentation*

How to build your network to get what you want– more clients, more excitement, more fun! You'll learn the three key secrets to develop a powerful network that delivers results! (Workshop session available)

#### *The Economy is Moving are You Moving With It?*

##### *Meridith's Personal Strategy Presentation*

Economic downturn, challenging times, tough economy – these phrases represent opportunity for individuals who know how to navigate the shift! Learn what economists are saying and how to turn challenging times into your competitive edge. Move beyond traditional thinking to acquire focus, take action and drive results! (Workshop session available)

#### *Turning Prospects Into Clients – Clients Into Champions!*

##### *Meridith's Sales Presentation*

Learn the five critical steps to easily turn your prospects into clients and your clients into champions! Learn how to make the right connections, book quality business, and create advocates that work to build your business. (Workshop session available)

#### *Additional Workshops:*

##### *Develop your Social Capital*

*Face-to-Face & Online*

##### *Networking: A Core Business Strategy*

##### *Sales Champion: Designing Your Game So Everyone Wins*

##### *Move From Burned Out & Busy to Passionate & Profitable*

##### *Growth Change and the Power of Focus*

##### *Using Service To Drive Profit*

##### *Power of You! Five Simple Strategies To Sell Yourself*



*"Our attendees left motivated and ready to initiate Meridith's innovative ideas,"  
Pam Lewis, Sr. Vice President Advantage West*

*"Meridith made it easy for my team to embrace change  
and to be excited about getting started," Diane Eller, Business Analyst, Haines Centre*

*"Meridith Rocks! You leave highly energized and with a plan for success,"  
Rusty Owen, Business Development, JPS*

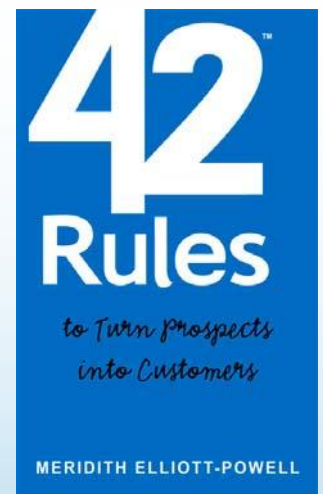


*Meridith is a high energy speaker who delivers!*

She takes complex issues and makes them easy to understand and easy to implement. Meridith is a high-content speaker that leaves her audiences feeling renewed, energized and armed with knowledge and practical tactics for immediate implementation. With speaking topics applicable for all industries, Meridith has spoken for a wide range including:

Developers, Manufacturers, Real Estate, Financial, Non-Profit, Health Care.

*Author of:*



### *Partial Client List*

North Carolina Association of Certified Public Accountants  
North Carolina Association of Pediatricians  
Nussbaum Center for Entrepreneurship  
University of North Carolina Family Business Forum  
Western Carolina University  
Advantage West Economic Development Organization  
Park Ridge Hospital  
Pardee Hospital  
Carolina First Bank  
Haines Centre for Strategic Management  
Karpen Steel  
McKee Properties  
Montreat Conference Center

For Sales People, Professionals, Executives and Business Owners who want valuable insight on how to identify the right prospects, build quality relationships, and maximize sales efforts. This book provides solid answers.. The rules invite action and can be implemented immediately! Use the rules as a strategy to develop the most critical skill - striking the balance between relationships and results.