

Michael Licenblat – Introduction

Have you noticed that the world of sales is getting more competitive?
Do you sometimes feel a bit drained dealing with the pushback,
ghosting and gatekeepers?
Have you felt that we are constantly under greater pressure to deliver
more, with less, in shorter time frames?

That's what today's session is all about!

Our next speaker is a **sales resilience expert** who grew up working
in the family businesses - so he understands that success often comes
to those who can ride the bumps, get up and keep going.

He was one of the pioneers in a challenging industry, setting up his
own natural therapies practice. Despite dealing with constant
rejection, refusals and knockbacks, he turned it into an incredibly
successful business.

He has dedicated the last 30 years studying the secrets of resilience
and what it takes to bounce back in tough & competitive markets. He
has worked with hundreds of companies such as Salesforce, Telstra,
Smartline & Sigma Helathcare to share that message.

Michael is the author of the book *Pressure Proof* and today he will
share how to **accelerate your business development** by drawing
on his unique blended background in Business, Psychology, **and over
35 years of Martial Arts experience ...so don't upset him!**

So, please help me welcome, Michael Licenblat