



*Barb on the fly!*

**Contact  
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Details**

*My Sales Tactics*™

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*We help companies, teams and entrepreneurs...  
Gain confidence. Get into Action. Grow sales.*

*Overview*

# We help you grow sales!

## My Sales Tactics™

My Sales Tactics, LLC, is a professional skill development company focused on providing you with effective strategies to build strong businesses, powerful teams and dynamic individuals. Barb Girson and her team provide you with expertise to accomplish your goals.

In our professional skill development programs, active participants will build confidence, take consistent action, celebrate victories, effectively deal with disappointments and *most importantly* increase profits.

As the principal of My Sales Tactics, Barb Girson, Registered Corporate Coach™ and ICF Professional Credentialed Coach, is a highly interactive, creative speaker, coach and author. She shares successful systems and sales strategies that stick via leader retreats, conventions, workshops, and teleconference trainings.

What sets her work apart is that she teaches with the knowledge that can only come from experience at all levels. She has a proven track record of helping others succeed.

## Barb Girson...

- ◆ began in Tupperware part-time while teaching full-time
- ◆ placed # 2 in nation, out of 10,000 Managers and 80,000 Consultants
- ◆ was one of the youngest managers ever offered a franchise
- ◆ led the multi-million dollar Tupperware franchise to the top 10% of franchises in North America
- ◆ successfully supported family for 11 straight years from direct selling income
- ◆ moved to the corporate arena for a decade

Barb Girson's senior management / corporate experience includes:

**Vice President & General Manager**, Knowledge Adventure  
**National Sales Director**, The Body Shop At Home  
**Director of Field Sales**, Discovery Toys - North America  
**Founder & President**, My Sales Tactics™

Responsible for up to 20,000 reps & driving \$40 Mil revenue

## Coaching

- ◆ Develop personalized performance plans
- ◆ Accelerate growth via collaborative process
- ◆ Address challenges & find practical solutions
- ◆ Customize packages for 1:1/ small group coaching

## Consulting

- ◆ Facilitate senior management meetings/ retreats
- ◆ Conduct strategic & tactical planning
- ◆ Establish sales/ recruitment systems
- ◆ Create marketing / training campaigns/programs

## Speaking

- ◆ Enhance point to point communication
- ◆ Infuse sizzle & substance to the motion of your plan
- ◆ Design sales tactics that stick with your customer
- ◆ Workshops, Leader Retreats, Conventions, MC

## Sample Training Topics...

- ◆ DiSC Training Series: Leadership, Team Building, Communications, Sales, & Conflict Management
- ◆ Leadership: Powerful Questions—*A Practical Coaching Tool*
- ◆ Business Development: What is Working with Networking?
- ◆ Freshen Up Your Sales Follow Up—*Frequency, Fearless, & Fish Tank*
- ◆ Unforgettable Follow UP—Stand Out, Step Up & Sell
- ◆ Sales: Remember Who You A.R.E. (*Attitude, Resilience, Enthusiasm*)
- ◆ Sales: Dynamic Sales Scripting
- ◆ Sales: Closing with Confidence
- ◆ My Best Email Marketing Sales Tactics for You
- ◆ *Custom Speaking Topics & Programs Available*



Barb Girson

Visit my website!

[www.MySalesTactics.com](http://www.MySalesTactics.com)