



## 2025 Sales Seminar Agenda

### Tuesday, May 13: *Setting the Stage for a Sales Culture*

9:00 a.m. – 9:15 a.m.	Welcome & Opening Remarks– Kickstart the experience and set expectations.
9:15 a.m. – 10:30 a.m.	Crushing the Negative Stereotypes of Sales– Break the myths. Build confidence.
10:30 a.m. – 10:45 a.m.	Break
10:45 a.m. – 12:00 p.m.	What a Sales Culture Really Means for You– Personalize it. Own it. Lead it.
12:00 p.m. – 12:45 p.m.	Lunch
12:45 p.m. – 2:00 p.m.	The Profitable Power of Presence: How to Show Up Matters– Master the small things that drive big trust.
2:00 p.m. – 2:15 p.m.	Break
2:15 p.m. – 3:15 p.m.	Networking Skills that Actually Grow Your Business– Go beyond handshakes, build real opportunity.
3:15 p.m. – 4:15 p.m.	Day One Wrap Up & Interactive Exercise– Lock in today’s learning with a real-world application.

### Wednesday, May 14: *Elevating Your Influence*

9:00 a.m. – 9:30 a.m.	Reflections and Insights from Day One– Share. Learn. Set the tone for today.
9:30 a.m. – 10:30 a.m.	The Secret to Handling Objections & Managing Obstacles– Turn “No” into “Let’s Go.”
10:30 a.m. – 10:45 a.m.	Break
10:45 a.m. – 11:30 a.m.	Driving Accountability, Urgency, & Relationship Growth– Master the mindset that moves deals forward.
11:30 a.m. – 12:00 p.m.	Final Wrap Up & Takeaways– Bring it all together. Leave ready to lead.

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