

## ***Selling In The New Millennium***



**Steve Nudelberg**  
*On the Ball, Principal Thinker*

## **SALES...**





## *Imagine*

- No internet
- No Google
- No CRM
- No Email
- No Mobile

# CHANGER?





# SUCCESS *Leaves Clues*

- **Sacrifice**
- **Work Ethic**
- **Students / Teachers / Motivators**



## Mastery



- Psychotic Motivation
- Radical Responsibility
- Insatiable Curiosity
- Endless Failure/Rejection
- Relentless Self-Discipline/Respect
- Heartfelt Giving/Charity



***It's All About Process***





***Certainty***



**Is it repeatable???**



## How are Brands Built?







## What if your brand was a car?



**AUTHENTICITY & CONSISTENCY**

# B2B

- - - - -

## back to basics



es1ever  
reeripne

N Nudelberg





# WIIFT

THE **A** - WORD

# **RULES** *of* *Engagement*















***What's your spinach?***

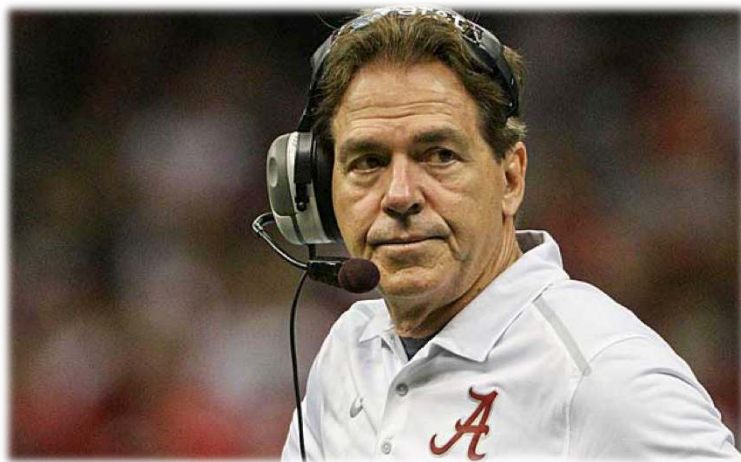
Networking!  
Not working!

*“Networking is only one letter away from not working.”*

***Its All About The Words***





**W.I.N**

### **3 Best Words in Sales**

- 1. Visit**
- 2. Fit**
- 3. Value**



## Everyone is Media





**You are who  
Google, LinkedIn,  
Facebook, and  
Twitter say you are**







HELLO  
MY NAME  
IS

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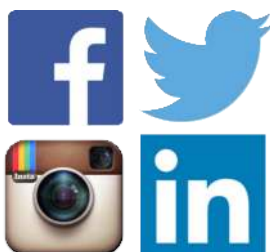
Company	Location
Title	Mutual
School	Connections



**50 CUPS OF COFFEE**



**Text GETONTHEBALL to 66866**



**Social:**  
**@Nudelberg**





***Now Go Make Some Noise!!!!***

***At Your Service***

