

## FEATURED KEYNOTE

# NO FEAR HERE

## How to Overcome the Fear of Selling

**Fear does more than silence a sales conversation.**

It weakens prospecting, stalls decisions, and costs revenue.

## PROGRAM OVERVIEW

Fear often hides behind silence, inconsistent prospecting, rejection avoidance, and limiting beliefs. Karen gives sellers three practical tools to build speaking confidence, make rejection work for them, reprogram their mindset, and move from hesitation to confident, strategic action.

## AUDIENCE TAKEAWAYS

- Speak with greater confidence in sales conversations and presentations.
- Reframe rejection and use every no as feedback that moves them closer to a yes.
- Prospect more consistently through practical exercises, including the Get Ten Nos Challenge.
- Replace limiting beliefs with a mindset that supports more customers and cash flow.

## AVAILABLE FORMATS

- Keynote
- Interactive workshop
- Sales kickoff
- Team training and coaching

## CUSTOMIZATION

- Audience-specific examples
- Interactive exercises and Q&A
- Facilitated action planning

## THE RESULT

Audiences leave ready to speak up, prospect consistently, embrace rejection, and take revenue-producing action.

**BRING CONFIDENCE, CLARITY, AND ACTION TO YOUR NEXT EVENT**

## Book Karen "KG" Gardner



### CREDIBILITY

**20+**

YEARS IN SALES

**\$20M+**

SALES REVENUE GENERATED

**MBA**

WELCH SCHOLAR

**5**

MARATHONS FINISHED

### BEST FOR

- Sales kickoffs and teams
- Entrepreneurs and SMB events
- Leadership conferences and associations



**BOOK KAREN**

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**SPEAK. RISE.  
SELL. LEAD.**