

CHIQEETA *Cj* JAMESON

Sales Expert, Author & Speaker

www.CHIQEETAJAMESON.com



Bestselling Author, Award-Winning Sales Executive, Sales Coach, and Speaker, Chiqeeta Jameson has more than 30 years of sales experience working for major corporations in telephone sales, outside sales and national sales training. She is also the founder and lead coaching consultant at Chiqeeta V. Jameson, Inc.

Chiqeeta's ability to blend humor and skill-building strategies makes her a desired motivational speaker. An engaging, knowledgeable storyteller, Chiqeeta has an uncanny ability to take her audience on a journey that not only teaches but uplifts and challenges them to excel personally and professionally.

She specializes in coaching sales teams, entrepreneurs and sales professionals who have lost their way or have a broken sales career. She also trains those new to sales, in how to develop a solid sales conversation structure and skill set through the teaching of her 9-Step Don't Sell. Let Them Buy™, Sales Conversation Process.

Chiqeeta is also a breast cancer survivor and advocate for educating women about breast-density—especially about dense-breast tissue and the care that is needed beyond mammography. She is a frequent speaker at women's events and has been a speaker on the TEDx stage at Loyola Marymount University, Los Angeles, California.

Chiqeeta lives in Los Angeles with her husband Craig Jameson, an architect specializing in the design of independent schools, along with Aiden McCormack the Jameson, their Golden Retriever.

To learn more about working with Chiqeeta, accessing her online programs, or to book Chiqeeta to speak at your event, please visit www.ChiqeetaJameson.com or email cj@chiqetajameson.com.

To book Chiqeeta for your event or team training,
call 310-801-3445 or email cj@ChiqeetaJameson.com

Bestselling Author - Sales Expert - TEDx Speaker Sales Coach & Trainer - Advocate for Women's Health

“ While it's one thing to be a top national sales executive, it's quite another to be personally invested in everything you do. Beyond passionate advocacy, Chiqeeta knows how to intelligently leverage information and bring together the most important resources to expand the reach and messaging of her product. I could list dozens of traits that describe this remarkable woman, but I will let her track record speak for itself.

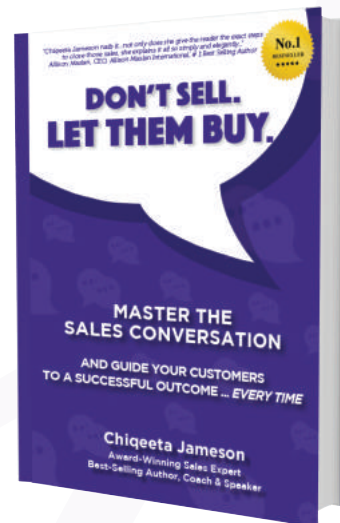
Teri Mittelstadt
Key Accounts Executive
AT&T Advertising Solutions
San Francisco Branch

Keynote Session & Workshop Topics

- Learn How to Become the Competition
- Learn the Don't Sell, Let Them Buy™, Sales Conversation Process
- Learn a Way to Prepare for the Sales Conversation That Will Increase Your Sales Results
- Learn How to Assume the Lead and Set the Tone of the Sales Conversation
- Learn What Questions to Ask and How and When to Effectively Use the Answers
- Learn How to Prove the Value of Your Products and Services
- Learn How to Present Recommendations that Don't Sell, but Let Your Customers Buy
- Learn How to Defer and Overcome Objections
- Learn How to Naturally Gain Agreement and Successfully Finalize Every Sale
- Learn Why Following-Through Will Lead to More Sales Than Following-Up
- Learn How to Show Gratitude and Increase Your Sales Results

Services

- Keynote Speaking: Meetings, Conferences and Incentive Trips for Corporations, Associations and Organizations, Schools and Universities
- Classroom Training and Coaching
- Strategic Assessment to Determine What Training or Coaching is Needed
- Field Coaching: One-on-One Individual In-the-Field-Coaching



Don't Sell. Let Them Buy.™ the
#1 Best-Selling Book that all sales professionals
and entrepreneurs MUST read.

“ Chiqeeta was consistently a top national performer on our sales team and a five-time recipient of the CEO Award, AT&T's most prestigious sales honor. Her peers frequently called upon her for coaching and advice. More than just an effective representative, her sales methods were used in various training programs which improved the performance of sales representatives across the company. Chiqeeta is a polished professional, true client advocate and invaluable sales coach.

Gale Wickham
Senior Vice President of Sales, AT&T
Advertising Solutions

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