



New weekly podcast to accelerate sales for top salespeople

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Patricia Weber, Sales Accelerator Coach specializing for introverts and shy, announces a weekly podcast dedicated to providing innovative ideas to accelerate sales for top salespeople.

PR9.NET February 15, 2008 - WILLIAMSBURG, VA - Patricia Weber, Sales Accelerator Coach specializing for introverts and shy, announces a weekly podcast dedicated to providing innovative ideas to accelerate sales for top salespeople.

"There is no one right way to sell. Yes, sales is a process, but no one sales guru, trainer or coach has the only way." says Patricia. Weber focuses her ideas and tips on how to stay focused on the customer, regardless of whose sales process a salesperson follows. "The key components in most sales training and coaching are primarily on the salesperson's actions to sell, sell, sell. Yet in reality, top producers should put their focus on helping the customer to buy along every part of the sales process."

Weber's podcasts focus on top salespeople beliefs and behaviors including how to make networking customer focused, actions to take to quickly get over lost sales, delivery of powerful presentations so customer's take immediate action, making follow-up an energizing systematic process and avoiding what can be devastating sales slumps.

Weber, Sales Accelerator Coach, owner and founder of Professional Strategies Inc, concentrates her business on coaching top salespeople, independent professionals and small business owners, and primarily people who are reluctant in almost any area of the selling process. She has found that many salespeople happen to be introverted and shy.

"Everyone needs help and a friend is just not always enough. Since most people may not consider coaching to help them out of a slump, or over a tough sale, or even to get to the next success level, these weekly concise tips will help them get clearer, get focused and get going," says Weber.

Visit Patricia Weber, Sales Accelerator Coach, website and get various free reports at <http://introvertscansucceedatsales.com>. She is also offering a subscription to this podcast at <http://salesacceleratorcoachforintroverts.mypodcast.com>, on her blog at <http://patriciaweber.blogspot.com>, or call 757-870-1953 for details.

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About Pro Strategies Inc.

Patricia Weber, America's #1 Sales Coach for Introverts, Shy and Extroverts Reluctant to Sell,

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