



Connect. Engage. Activate.

Jennifer Darling
SPEAKER. AUTHOR. COACH.

JENNIFER DARLING DELIVERS VALUE

as a keynote speaker and in workshops,
seminars, and breakout sessions.

“Jennifer Darling is one of the most dynamic, energizing and value-packed speakers I have had at my events. Her positivity is infectious and the audience is on the edge of their seats taking in every word. I look forward to booking Jenn again soon because she always delivers.”

*Caterina Rando, Founder,
Thriving Women in Business Community*

The Fortune Is In Your Follow Up: And How to Have Fun Making Sales Calls

Ever receive a referral, meet a good prospect while networking, or get a hot lead and not follow up right away? The #1 way to increase sales is to improve your follow up. Join Jennifer for this fun and energetic talk as she reveals proven strategies for following up with prospects to help you close more sales. You'll learn how to:

- Determine when to follow up, how to follow up, and what to say
- Prepare physically and mentally so you can pick up the phone and feel excited about making a sales call
- Discover what prospects want so you can close more business

Mo-Mentum, Mo-Money

Have you felt like you're on a roller-coaster ride with your sales revenue? Do question whether what you're doing is even working? In this program, you'll learn how to:

- Get and keep momentum in your business to make more money
- #1 strategy I used to lead my teams to year after year revenue increases
- The most effective methods to earn more sales without ever acting pushy or aggressive

JENNIFER'S MOST POSITIVELY POPULAR PRESENTATION

Fill Your Funnel with Prospects Using LinkedIn

Most people struggle to find enough prospects to fill their funnels and get more business. LinkedIn is a massive social media platform that helps you enhance your brand, create expert status in your target market, and engage prospects. In this program, Jennifer shows you how to use LinkedIn to:

- Create an All-Star profile that stands out and attracts prospects
- Use LinkedIn's publisher to reach outside your connections and add to your email list
- Connect with prospects to build relationships and close more business

“It was a great pleasure having Jennifer Darling as the featured speaker at our Exhibitor Meeting for the 2016 Sacramento Women's Expo. Jennifer's message was impactful, engaging and motivated our clients. So many people thanked us for inviting Jennifer to come speak.”

Karie Robinson, Event Show Pro

Book Jennifer for a Positively Successful Event!

916-204-3923 • Jennifer@DarlingCoaching.com
For more information visit: DarlingCoaching.com



Jennifer Darling

SPEAKER. AUTHOR. COACH.

“Jennifer is one of those rare speakers! Her heart to share her knowledge so people can grow, learn and change is what radiates from her. She is able to create that instant connection and therefore there is trust. She has a stage presence that is engaging and endearing. Jennifer always provides valuable content and relevant stories to motivate her audience to action.”

Stephanie Sherwood, CEO/Founder,
The Tapestry Network



PARTIAL CLIENT LIST

American River Bank
Alliance for Women in Media
Canadian Association of Professional Speakers
Children's Miracle Network
eWomen Network
eLearning University
International Coaching Federation of Sacramento
Junior League of Sacramento
Jumpstart Your Business
National Speakers Association Northern California
Professional Saleswomen of Nevada
Power Women of National Speakers Association
Roseville Chamber of Commerce
Sacramento Business Journal
Sacramento Tech Code
Sierra Sales Summit

ABOUT JENNIFER DARLING

A powerhouse who makes business topics fun, Jennifer Darling is an energetic, sought-after speaker who delivers high-impact topics that hold each audience's attention. Her entertaining presentations inspire audiences to take control of their sales successes by sharing her secrets learned from decades of sales experiences. The takeaways of confidence to understand the sales processes, including how to build influence to fill your funnel with prospects, have fun making follow up sales calls, and create and maintain momentum to make more money are so well-received that it's easy to see how her techniques can result in more customers and increased profits! Schedule Jennifer to let her impart her sales magic and watch your revenue grow significantly and quickly!

WHAT CLIENTS SAY ABOUT JENNIFER

“Jennifer is very detail-oriented and is constantly coming up with a game plan to tackle challenges. With her leadership and guidance, I was able to generate \$250,000 for my business in one year.”

Brittany Lofton, Account Executive, Comcast Spotlight

“Jennifer taught me that sales can be fun when you know how to control it. It can be stressful if you don't have a plan. She gave me a plan and helped me set goals which resulted in over \$300,000 in sales.”

Shannon Blecker, Sales, Hearst Television

“Jennifer helped me put together a list of customized questions for a very large prospect. Through her guidance and insight, I was able to close a \$100,000 sale.”

Greg Willett, Sales, Propel Marketing

JENNIFER'S BOOKS



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