

# ATTRACTING THE BEST CLIENTS

In A Competitive Market, How Do You Stand Out?

Cary White is the founder of Adventure Quest Training, a speaker and coach, and the creator of popular programs like "The Sales Compass", "The Client Quest System" and "The Compass Code". He is the author of two books, "The Hidden Truths" and "See the People". Cary has traveled across the country training in many industries for 16 years. He has brought tens of millions of dollars to companies like yours with his programs. **Ready for something that really works? Today the Dream Begins!**



This powerful, fun, 8 week program will show you how to:

- ✓ Implement Prospecting Strategies
- ✓ Develop Your Secret Weapon: Questioning
- ✓ Understand Your Products & Services
- ✓ Properly Prepare and Present Solutions
- ✓ Break Down Barriers/Overcome Objections
- ✓ Common Sense Closes, It's Just Another Question



*My time with Cary was life changing for me! Cary asked me a very simple question that made me look at where my life was and truly where I saw it going. He then trained us on goal setting which helped me to make my new found dream reachable! Thanks to Cary and his inspiration I have done things I would have never thought possible in my life! If you are needing someone on your team to inspire others to go beyond expectations... Cary is your guy!*

#### **Misty Stewart/Professional Training & Coaching**

*Cary is a dynamic, polished, energetic, speaker that presents his message in a genuine way that compels one to take action. I appreciate his willingness to share value with all who are ready to receive it, and look forward to continued learning from his experiences, stories, and golden nuggets.*

#### **Stephanie Hurd/ Founder Enroot Relationship Management**

Cary has been invited to speak at the SLC Chamber Women in Business Conference, Grant Taggart Symposium, Bridgerland ATC, Sandy Women in Business, West Jordan Chamber, Northfront BRC, OWATC, Entrepreneur Launch Pad and he has trained sales and management teams with AmeriTitle, SOS Staffing, New York Life, Edward Jones, Merrill Lynch, Shade Clothing, NerdyGirls.com, Shred-it, Credit Unions, CPA Firms, etc.