

Reject the Nest

Succeed at Sales and in Life

When: October 13th, 2021 | 7:45AM to 9:00AM

Where: Think Bank, 3655 Hazelton Rd, Edina, MN 55435

Register: <https://www.eventbrite.com/e/170528918586>

What to Expect:

Routines, habits, and patterns can encourage growth or complacency. Adversity can challenge your commitment. Time is finite and it is also your most valuable gift. Are you spending or investing it? Beliefs and truths impact your personal growth and professional development. In this session Scott will help us identify and develop the key attributes to success in sales and life.

Speaker: Scott Plum



Scott Plum started his sales career in 1987 at age 21 selling real estate. He founded the Minnesota Sales Institute in 2002 to teach salespeople how to increase their closing ratio, generate more revenue and stop cutting their price to win the business.

He is Professor Plum and host of the podcast “What Salespeople Need to know About Selling” and co-host of the “Winning at Selling” weekly podcast. He also the author of “Taking Off into The Wind: Creating Lift Out of Life”. Scott has served as

president of the Professional Sales Association (PSA) from 2011-14; Sales and Marketing Executives (SME) from 2014-15; and was vice-president of the National Speakers Association (NSA) in Minnesota from 2015-17.