Sell Like You Mean It

The next time a customer asks for a quote, there may be a better question to ask before you give them a price.

Our next speaker knows that moment from her work in sales and the building industry. An entrepreneur and founder of Grit Blueprint, she helps teams understand the need behind the request and make their value clear.

With Sell Like You Mean It, please welcome Stefanie Couch.

PRODUCER NOTES, NOT SPOKEN COPY

Read time 28 to 32 seconds (69 words)

Pronunciation Couch is said like the couch you sit on

- Match the exact title to the booked session. Pause before the final welcome.
- End with Stefanie's name and allow the entrance to happen.
- For a panel, use: Please welcome our moderator, Stefanie Couch. Adjust the opening role to match the assignment.
- For an interview, use: Please welcome Stefanie Couch.
- Read times assume 130 to 150 words per minute. Pauses and applause add time.
- Print at 18 points or larger with generous line spacing and a white background. Keep each script on one page when practical.
- Do not pad a short script or add a second biography before it.