

What does YOUR sales visit look like? – Michael L. Peterson

As a diagnostic and sales arborist, I regularly introduce team members from our company to my methods (and madness) for each step of a sales visit by bringing them along for a day. I'll explain the reasons and background behind the most important pieces during a visit. In a discussion format I'll give you my opinion on what works and what doesn't based on 25 years of sales and client service experience.

Presenter Bio –

I am a diagnostic and sales arborist for Wachtel Tree Science since 2021. I went to MATC in 2015 and became an ISA Certified arborist in 2018, but I didn't start there. I have repaired garage doors in North Dakota, and sold mobile phones from a booth in the mall in Wichita Kansas and 15 other jobs along the way. It's taken me a long windy road to find my passion and that has always been people.