



## David Fischer, President and Principal

David Fischer is the President and Principal of Chartwell Seventeen Advisory Group, Inc., an authorized Sandler Training center, in Manhattan. His firm provides coaching, consulting, training, and speaking on the behaviors, attitudes, and techniques needed to be more successful in Sales, Management, and Leadership. David is available for speaking engagements, keynotes, talks, seminars, workshops, and meeting facilitation.

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733 Third Avenue, 15th Floor, New York, NY 10017  
(646) 798-5800 [www.chartwellseventeen.sandler.com](http://www.chartwellseventeen.sandler.com)

## Prepared Talks & Seminars

### Attitude

#### Who You “R” Isn’t Who You “I”

The need for approval or acceptance often supersedes getting the business or accomplishing the goals. Our Identity and the Roles we perform, while linked, are mutually exclusive.

#### Formula for Success

Success is a process; duplicable and replicable, capable of producing consistent results. When done with consistent behaviors.

#### Is it Time to Empty the Head Trash?

Over the years, especially in our formative years, the messaging we hear from the adults that protected us as children no longer serve to protect, in fact they hinder.

#### Building Success From the Inside Out

Success is a matter of conditioning and discarding old beliefs that no longer serve our goals or purpose.

#### Breaking Through Your Comfort Zone

Maintaining the status quo simply means deterioration. Standing still. If we are not growing and moving forward then we are deteriorating and not living life!

### Behavior

#### Networking Works – Strategic Approach to Networking

Networking is Not Prospecting. Networking is Not Selling. Offering a different perspective on professional connections.

#### Procrastination & The Fear of Success

Why do we put off and delay our activities and actions? A look at the causes and implications of inaction.

#### Effective Decision-Making & Overcoming Risk

The Biggest enemy in the world of business is failure

to make decisions. An inside look at a decision-making process.

#### Which Side of the Trouble Line are You Working On?

There are the things we Need to Do and the things we Want to Do. Which side typically wins? Which side puts you closer to your goals? Which are manifestations of avoidance behavior?

#### You Cannot Manage What You Cannot Control

Manage results and you are managing a trailing indicator. Manage behavior and you can be on the outcome!

#### The Building Blocks of Success

Sixteen concepts and ideas that highly successful business men and women have in common.

#### Success Barriers

The typically self-imposed obstacles and barriers that hold us back from our dreams.

#### The Anatomy of a Failure

Failure is a natural part of the human condition. And also a natural part of the growth and success process.

### Technique

#### The Buyer Seller Dance

A breakdown of the two opposing systems that play in the sales process. Whose system do you defer to?

#### Break the Rules and Make More Sales

Are you a Compliant? Do you play by the rules? Do you get your butt kicked? Are you a Contrarian? Do you break the rules while still playing fair?

#### Why Sales People Fail and What You Can Do About It

A detailed look at the “People” issues and “System” issues that impact an organization’s sales success.

#### Time Management Means Being Assertive

Time is a resource often more valuable than money. Are you unintentionally devaluing your time by making it too easily available?

#### Building & Enacting a Sales Prospecting Plan

Prospecting is not selling. Prospecting is just that, identifying suspects for our products and services and determining if they are qualified. Management

### Management

#### Manage Behavior Not Results

When you manage Results you are managing a trailing indicator of success. When you manage the behavior, actions, and activities that produce a sales outcome, you are now working on the right end of the process.

#### Understanding Your People

Your employees are your greatest asset. Human relations studies the ways we interact with each and conduct our daily transactions. How well do you understand your people and their true motivation? Clue – It isn’t money!

#### Customer Care

It costs more to develop a new client than it does to keep an existing customer. Yet many organizations invest little if any money in their greatest asset - frontline employees, the people that daily deal with your second greatest asset- the customer.

#### SEARCH – A Different Model for Recruiting and Hiring a Sales Team

What have bad hires cost you in time, money and resources? Hire from the gut and it will bite you in the butt. Hire from the heart and it will tear your team apart. Gauge how they behave and see how much you’ll save.