Beyond the Sale:

The Art of Becoming an Indispensable Partner

Presenters: Susan Berg and Eric Henley, DIRECTV for Business

Trust Before the Sale

Delivering After the Sale

What Does Partnership Really Mean?

Think about the best business partnership you have experienced.
What made that relationship different?

When Partnership Is Put to the Test

When something went wrong in a business relationship, what did it reveal about the strength of the partnership?

Becoming Indispensable

What one behavior can we change in the next 30 days?

Closing Reflections

What is one lesson about lasting business relationships that every leader should understand?

THANK YOU