



Forget Sales! Become Indispensable and Unforgettable

By Blanca Vergara MBA, Your Be Your Wild Self Authority

Do you see other entrepreneurs and think

- I want to be like her
- He has it easy because
- If my potential customers saw her, they would buy from her, not from me

Good news!
You are not alone!

All my customers and I felt that at some point. No wonder, as now there are hundreds of businesses that sound just like yours: coaches, trainers, consultants...

During this workshop I will present a provocative view on business. I will remind you why **sales are the least efficient way to grow your business.**

I will provide you with the **blueprint that will help you take a quantum leap in your business, in a short time! Effortlessly!**

Take away points

- Sales are dead!
- The strategic decisions that give you leverage and amazing speed, so that you,
 - o Increase your prices
 - o Work with your ideal customers (let go the less than perfect ones)
 - o Reduce your working hours

Who is it for

Creative and spiritual entrepreneurs who hate selling and know they are called for something really BIG.



Who is Blanca Vergara?

Mini Bio

Blanca Vergara MBA - The Be Your Wild Self Authority - soul entrepreneur, author, speaker and mom, has an uncanny vision for identifying passion and purpose. She has the charm to enthuse and the muscle to move you into action. Blanca delivers post modern, high-impact, transformational solutions for the builders of the Upcoming Heart Centered Economy to authentically renew the world.



Bio

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After reaching the highest level any woman had in her company, working globally and managing dozens of people and millions of Euros, she decided to quit the world of endless profit maximization. Now, she mentors professionals who want to build brand new business models, with honesty, authenticity, transparency, integrity and empathy. She creates the necessary environment for you to speak your own truth, to define your own map and route and to ultimately start today building your legacy.

To date, she has positively transformed the life of countless professionals: lawyers, consultants, business owners, bankers... and they are now purposefully and actively building the Upcoming Heart Centered Economy!

Blanca holds the International MBA of the Rotterdam School of Management and is also a certified coach from the Hudson Institute in Santa Barbara, California. She works in English, Spanish and Dutch. Blanca is the author of *Women Work Wonders*, transformational manual for 21st Century Women.

Get your copy of **Never Apply For a Job Again**, the ultimate guide to live your lifework and Blanca's **Building the Heart Centered Economy Sparks** in Your Inbox!
subscribe at www.blancavergara.com

for booking information, contact me: blanca@blancavergara.com or +31610927308



Story Angles

- Why is there an increased number of spiritual entrepreneurs/businesses?
- Why leading edge business models need to be based on high values (honesty, integrity, transparency)?
- How to leave a gray corporate job for heart centered entrepreneurship?
- Why and how to marry spirituality with entrepreneurship?
- Why and how to marry spirituality with hard cash?

Interview Questions

- Why not all spiritual entrepreneurs are enjoying the financial benefits of entrepreneurship?
- How to achieve business focus when ideas, passion and skill are abundant?
- How to work with just ideal customers?
- How to appropriately set your prices?
- How to sell without disgust?
- How to get it all done?



Testimonials

"Life changing!

In life you meet many people but only very few have the power to change your life. Blanca has this power, and this is maybe because she does what she likes to do in life, and she does it very well. Only in one hour I saw her touching the heart of more than one person, all with different backgrounds, nationalities and ages.

Whether you work for a company or have your own business, there is a lot you can learn from Blanca. She is such an inspirational and intelligent woman, that I consider myself lucky that she crossed into my life."

Carina Bravo Plancarte, Groningen

"The difference between ordinary and extraordinary is that LITTLE extra. That is Blanca, a woman with an extraordinary talent and aptitude to speak to others. It's nothing enormous about her, just a little twist making a full modification. She's not just another inspirational speaker and coach. It's that extra that makes her reach into your heart giving you the strength to move the next mountain. Blanca has a self-confident attitude that can be contagious. Don't let her pass by without catching it."

Laverne Hunt - President of the Taste and Toastmasters Club

"My life change from the first moment I listen to your course Blanca.

I meet you in a moment of my life that I was already starting my company, I just register my company and I was writing the information of my services but I was blocked. I couldn't think or write anymore. I didn't have ideas or inspiration. I was not even closer to contact my contacts and looking for new clients.

I was in the middle of nothing procrastinating 100% I didn't wanted to continue with my project. But I started her course and from the first day I change and I am very positive and with a lot of ideas and energy to work. I just need to understand what is life from the prospective of Blanca Vergara and to follow her tips and listen at her ideas.

I change and I became who I really am. And is very nice to live knowing that we have a purpose of life. I already started at my business, I have my webpage online and is amazing and I feel very powerful to sell my business.

Thank you for the blessings"

Monica Wong, Benelux, Mexico, China

**Blanca is such a heart centered woman ; so she can help us to find our passion
and to use it to make profit
and make our life rich, light, full of energy, vitality, dynamism, humor.
and to take action !**

Thanks Blanca to boost me to go to London and for your support.

Micheline Tanguy - Styling consultant- Paris/London



Large Group "Stage" Speaking Experience

- Rotterdam School of Management, Attendance 100, February, 2010
- Mexican Embassy in the Netherlands, Attendance 55, January 2010
- Rotterdam School of Management, Attendance 50, September 2009
- ABN AMRO Women on the Move, Attendance 120, May, 2009
- Colourful Business, Attendance 120, April 2009
- I am not a Tourist Fair, Beurs van Berlage, Attendance 40, Amsterdam, October 2008

Small Group Speaking Experience

- Fertile Ground, Attendance 30, June 2011
- Connect International / LINKS, Attendance 30, April 2010
- WIN 2009 global Leadership Conference, Attendance 30, Prague, October 2009
- Connecting Women, Attendance 30, July, 2009
- Logica, Attendance 20, June 2009
- ABN AMRO, Attendance 30, June 2009
- International Women's Contact Utrecht, Attendance 25, May 2009
- Rotterdam Business School, Continuing Education Class, 2008 - 2010



My gifts to your audience

[http://www.blancavergara.com/page/Gifts includes](http://www.blancavergara.com/page/Gifts%20includes)

- Complimentary Play Real Big Power Session (888 Euros value)
- Never Apply for a Job Again, the ultimate guide to live your lifework(value 197 Euros)
- Building the Heart Centered Economy Q&A Call

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Facebook: <http://www.facebook.com/pages/Blanca-Vergara-Moving-Beyond-Achievement/325910985938?ref=ts>

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