



Communication Coaching

for Sales, Account Management
& Professional Development

WITH LOUIS MELENDEZ, SALES LEADER & STAND-UP COMEDIAN

GROUP TRAINING

These interactive, fully customizable presentations engage your team in learning how to have the conversations that close more sales and retain more clients. Examples include:

- Speaking Up in Uncomfortable Moments
- Qualifying Like a Pro
- Bringing Warmth to Cold Outreach
- Leading with Empathy
- Consultative Account Management
- Building Urgency
- Upselling & Driving Value

SMALL GROUP COACHING

These smaller, more intimate group sessions reinforce positive habits through role-playing and allow every participant to get individual attention.

ONE-ON-ONE COACHING

Sessions for individual team members focus on personal development and address day-to-day challenges as they arise.

“ *My clients learn **confident, human, outcome-driven** communication skills that get them what they want.* ”

What Clients Are Saying

"My team at ClassPass would shout from the rooftops about how much they love Louis (in fact, they actually do shout their love for Louis in our team Slack channels). His workshops are fun and engaging, and his communication tactics are effective and memorable. Louis's training has 100% contributed to my team's increased confidence when pitching their clients."

KINSEY LIVINGSTON, VP of PARTNERSHIPS at CLASSPASS

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"Working with Louis is nothing short of exciting! He is passionate, thoughtful and engaged from the jumping off point. I came to him with a suggestion of putting on a larger training for my company and he absolutely ran with it and proceeded to deliver one of the most celebrated trainings year-to-date for our business unit."

JILL SANTOS, SENIOR SALES MANAGER at SALESFORCE

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"Louis has a great knack for making things personable and fun, but what stands out most is that he makes things challenging so that people can improve. Louis helped my team be more comfortable building rapport with customers."

DWIGHT LAWSON, HEAD of SALES at ETHENA

