

Doug Dvorak to Conduct Sales Training at FBC in Banff, Canada

Chicago, Illinois, October 1, 2021: Doug Dvorak is pleased to announce he will be in Banff, Canada on Tuesday, October 5 to provide sales and customer service training to the leadership and employees of FBC.

FBC was founded on the belief that Canadians should receive every benefit of filing their taxes. Three-generations later, our family-owned business still helps farmers and other small businesses minimize their tax and maximize their savings.

Dvorak is an industry-leading sales trainer who has delivered sales workshops in more than 100 countries to over a million people. He will be working with FBC to help its sales team with his proven approach to successful selling; his presentation to FBC will also include some motivational elements.

Dvorak's workshops engage individuals and improve leader performance by giving them applicable techniques and tools they can use immediately. Additionally, he talks about the three pillars of leadership – Purpose, Passion and Vision. He also discusses leadership strategies by which leaders can achieve authority by better understanding and implementing core concepts of what he calls “servant leadership strategies.” These include Empathy, Listening, Foresight and Awareness.

In his training, Dvorak covers how to help teams work together so they can have fun without sacrificing efficiency and productivity. He asserts this results in improved overall morale, increases in productivity and reductions in overall turnover.

To learn more about Doug Dvorak and The Sales Coaching Institute's workshops, visit salescoach.us contact him directly at 847-241-4860.

About Doug Dvorak: [Doug Dvorak](#) is a master certified sales trainer and motivational keynote speaker who is one of the most well-traveled working today. Dvorak is a CSP (Certified Speaking Professional) and a graduate of Flagler College in Florida. He is also a member of several prestigious speaker organizations.

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