

# Michelle Terpstra



Michelle Terpstra, a former Fortune 500 Sales Leader, helps service-based entrepreneurs create and sell high-ticket signature offers to soulmate clients. Over the course of her sales career, she learned that "no" was a gift and the art of human connection was the key to success and happiness. She is passionate about empowering others with the skills and confidence they need to lean into leadership and guide potential clients from hello to closed. Unlike other sales coaches, Michelle believes no one is born a great sales leader, but everyone can become one. She values relationships, collaboration, high energy and grit.

## SALES EXPERTISE TOPICS

- *No One Is Born A Great Sales Leader, But Everyone Can Become One*
- *Be Ready To Serve And You Will Never "Sell" A Day In Your Life*
- *How To Leverage Client Success Stories To Overcome Common Objections with Ease*
- *How to Price, Package + Position Your Offer Stack for Selling Confidence*
- *Showing Up Is Half The Battle- Why Your Selling Mindset Matters*
- *Bring The Data, Not The Drama: Reverse Engineer Your Sales Success*

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HELLO@MICHELLETERPSTRA.COM