

# Chandell

Labbozzetta

Author | Speaker | Coach | Master Trainer

Cultivating Transformational Skills So You Can Influence Others and Lead Effectively Toward Your Desired Goal

*“My life’s purpose is to inspire confidence in others so that they can discover effective solutions, make empowered decisions, and create ideal outcomes year after year.”*



## Inspiring, Energising, Motivating, and Training High Performers to Achieve New Levels of Success

Chandell is a popular author, keynote speaker, trainer, and coach. In addition to stage presentations and online course delivery she provides in-depth coaching and training for individuals, teams, and groups throughout Australia and overseas in communication, negotiation, sales, leadership, and building influence. She sets the bar high for herself, and inspires those she works with to greater heights.

### Sales

Starting her sales career at an early age, she achieved the title of Sales Leader with international direct selling company Nutrimetics at the age of 14. She went on to work in Corporate Business Development, Events Management, and Marketing across a number of industries with organisations such as KPMG and REGUS developing an impressive ability to turn average sales teams into high-performers by overcoming limiting beliefs and developing superior communication and questioning skills. The heart of her success lies in her belief that everyone's job is to discover what the people we are talking to need, and whether we have a genuine solution.

### Training & Motivation

Chandell's natural talent for teaching people to be excellent sales people and confident public speakers gave her a vision to provide people with tools to work smarter NOT harder and to achieve business success with bullet proof strategies. She now spends her life sharing the tools that enabled her to confidently grow a business by 400% in just 6 months with corporate teams and individual clients using a strategic mixture of group and one-to-one sessions.

### Keynotes and Speaking

An engaging and inspiring speaker, Chandell is comfortable speaking to audiences of all sizes. Her presentations are carefully structured to intrigue and engage attendees undivided interest and she is an expert at 'reading' her audience and calibrating her style appropriately.

Chandell is the co-founder of Life Puzzle, a Certified Master Coach, Master Trainer of Neuro-Linguistic Programming, and Master Trainer of Conversational Hypnosis. She focuses on removing limitations and empowering individuals to strategically move to the next level of achievement and success as they articulate and implement their highest goals.

1 Visit [www.chandell.com.au](http://www.chandell.com.au)

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## Keynotes and Speaking

You can lead a horse to water, but you cannot make it drink. However, if you feed a horse salt, then it will drink deeply. Her presentations dive into the conversation that is taking place in her audience's head, confront the questions that are already buzzing around, and maintain their curiosity throughout. Chandell has a gift for creating visual models that reinforce her message and make it immensely memorable and appropriate for each specific audience.



## In-Depth Training & Certification

Chandell also delivers multi-day and ongoing in-depth training and certification in Sales, Neuro Linguistic Programming (NLP), Hypnosis, Time Line Therapy®, Leadership, and Influence.



# Topics and Themes

## From Frustration to Flow: Finding Integrity in Sales

*Influencers need to understand and implement the critical communication elements and drivers needed to elegantly present solutions and gain buy-in so that the journey from proposal to sign off runs smoothly.*

Topics covered include:

- Presenting with Confidence
- Building Trust through Integrity & Flow
- Your Client Journey – Creating Hungry Buyers
- New Ways to Identify and Eliminate Objections
- Effortless Closing through Connection



## 3 Keys to Becoming an Empowered Leader

*Communicating your passion and vision so that your team is fully engaged and delivers excellent outcomes.*

Topics covered include:

- Communicating Your Authentic Message,
- The Three C's of an Empowered Leader
- How to Become the 'Go-To Person' in Your Niche
- Methodology for Creating a Passion Profit Business/Portfolio and;
- Attracting the Right people (Clients, Partners and Team members) so You Achieve Your Goals



## Overcoming the Impostor Syndrome So You Can Play a Bigger Game

*Influencers and Game-changers understand that business success is 80% psychology and 20% strategy. In today's-marketplace leaders must manage obstacles, disruptions, and challenges with decisive confidence, yet many talented people fall victim to the 'imposter syndrome' and believe they cannot achieve the desired outcomes.*

Topics covered include:

- Connection-driven Sales Techniques that Build Confidence and Trust
- Engineering a Strategic Sales Pipeline and Buyer Journey
- Your Game Plan for Boosting Leads, Increasing Conversion and Renewing Motivation
- Partnerships that Enable You to Achieve KPIs with Greater Certainty
- Understanding Your Buyer and Closing More Sales



## Master the Mindset of a Confident Closer

*Fire your 'itty-bitty-shitty-committee' so you can rediscover the motivation to grow your client portfolio and career!*

*Achieving results in business today involves more strategic and interpersonal skills than in years gone by. This session allows Influencers to understand and implement the critical elements of communication that enable you to identify, elicit, lead, and close opportunities while deepening the trust of your stakeholder or client.*

Topics covered include:

- Critical Thinking and Your Sales Process;
- Critical Questions that Transform Your Outcomes;
- Business Integrity and Authenticity;
- Understanding Yourself and Others;
- New Ways to Identify and Eliminate Objections;

## The Fast Track to Excellence: How to Reduce the Time it Takes to Move from Novice to Master in Any Area of Life

*Learning from a person who has already achieved excellence in your chosen area is the fastest and most certain way of attaining the desired outcome. There are 5 specific steps you can take to accelerate your progress towards mastering any technique.*

Topics covered include:

- Choosing Your Model;
- Identifying Key Behaviors;
- Discovering the Drivers;
- Planning Your Path;
- Assessing Progress.

## Getting to Yes: Practical Techniques to Confidently Engage and Influence Stakeholders

*This workshop will enable you to identify the objectives and objections of stakeholders, set appropriate expectations, and push-back when required.*

Topics covered include:

- Effective Communication Techniques;
- How to say, 'No' and Create Positive Impact;
- Questioning Methods that Build Respect and Trust and Deliver Desirable Outcomes;
- Setting Expectations for Excellence;
- Easy Outcome-based Communication Methodology;
- Discover Internal Confidence and Reducing Imposter Syndrome.

## Creating Your Future: A New Approach to Goal-Setting that Harnesses the Full Power of Your Mind

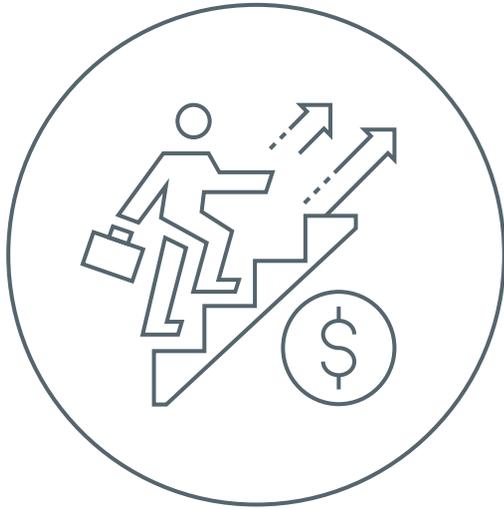
*This unique technique goes beyond traditional forms of goal-setting which depend on maintaining high levels of constant determination. It exceptionally high rates of accomplishment especially for ambitious goals.*

## Critical Thinking: Developing the Mindset that Helps You Prosper in Uncertain Economic Times

*Accurately discerning emerging economic patterns is a useful technique for preparing for uncertainty. Choosing to develop the skills and resilience that will enable you to make wise decisions when things go pear-shaped is even more important because change and down-turn is inevitable in our current environment of innovation and technological change.*



# in-depth training



## 13-Week Business Profit Accelerator or Sales Success Programs

This multi-session course involves live learning sessions, homework, and group interaction and helps participants assess their strengths and weaknesses and address them.

The outcome is a solid business and sales structure that generates leads, converts them into customers, and solves your cash flow and profitability woes giving you the stable business you always wanted. This is effective for entire businesses and individual departments or divisions.

## Sales Growth Accelerator: Build a Superstar Team and Skyrocket Your Sales

A comprehensive 12-month in-house program which focuses on all the essential elements required to build a stellar sales team and improve profitability. It addresses the activities, mindset, and training of high-performing teams including the key areas of selection, evaluation and management.

Sales people aren't born, they are made... and the best way to create a team of sustained high-performers is by providing them with the practice and materials they need for success.



## Neuro-Linguistic Programming (NLP): Practitioner and Master Practitioner Level Certifications

Multi-day intensive courses. Successful candidates are certified in NLP, Coaching, Time Line Therapy®, and Hypnosis.

The techniques learned enable graduates to perform, negotiate, and communicate at a higher level in both business and personal settings so that they can gain greater control of themselves and their environment and increase their satisfaction and overall happiness.

# What people say

“Abundance Global Retreats provide our Community with an opportunity to focus on their business from an elevated strategic perspective. Our goal is to provide our community with the insights and techniques critically required to be able to think and perform at a higher level. At a recent retreat focusing on scaling sales, Chandell spoke about the importance of having a high-performing sales team rather than one or two star-performers. She then demonstrated her process for modelling the star performer’s thinking and teaching it to the entire team. Her presentation was engaging, her methodology was unique, and our members were able to absorb and apply it with their own teams. Working with Chandell is always a pleasure due to her flexibility, professionalism, and reliability. She can be trusted to over-deliver on all her commitments.”

- **Dr David Dugan, Founder, Leadership Trainer, and Elite Business Coach at Abundance Global**

“The Interactive Minds Digital Summit attracts over 400 high performing marketers from all over Australia each year. As you can imagine, it is extremely important that all our speakers are engaging and address the current issues which our industry is facing.

I already knew that Chandell was a great speaker, but I was impressed that she took the time to ask deeper questions to understand our audience and their most compelling needs.

As a result, she delivered a relevant and though provoking workshop that kept the attention of the audience for the entire time and helped them to identify solutions they could implement immediately. Chandell was easy to work with and I'd recommend her as a compelling speaker for any event.”

- **Louisa Dahl, Founder and CEO of Interactive Minds**

“Our team really looks forward to our sessions with Chandell. She is an inspiring and engaging speaker and we make a profit on every hour she spends with our team.

- **Steve Psaradellis, CEO, Teba Pty. Ltd**

“Two things stand out about listening to Chandell present a multi-day event: first, her grasp of the subject and ability to convey the information we needed; and second, her ability to engage, inspired, and deliver real-world results through her message.”

-**Debra Hilton, CEO Hilton Copywriting**



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See Chandell in Action @ [www.chandell.com.au](http://www.chandell.com.au) 6

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Co-founder of LifePuzzle



Do you need a speaker that will add value and engagement to your next corporate training or professional development event?

Are you interested in a multi-day intensive workshop on NLP, Sales Skills or Improving Communication?

*Contact Chandell via phone or email to discuss her availability, specific topics or themes, and fees.*

Contact Information:

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