

Media kit



Rep Methods



ALISON

Mullins

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2023-

2024



About Me

Alison Mullins is the founder & lead consultant of Rep Methods in Richmond, VA. With over 20+ years in sales, merchandising and marketing, Rep Methods is founded based on the foundation of both fashion and surfaces. The boot camps, online classes and keynote services are built to assist businesses with sales & business development skills. Her first book "The Art of Selling" will premiere August 2023. Alison is a past NKBA Virginia State Chapter President as well serving on boards & committees in construction industry groups.

Stone Stories

www.repmethods.com/stonestories began in February 2023. Alison features stories from the industry using her connections and subject matter expertise. Alison is also a national speaker for the Natural Stone Institute as well as offering proprietary educational programs for CEU credit.



4K

FOLLOWERS



1K

FOLLOWERS



8K

VIEWS



500

READS PER
BLOG

Programs available:

COURSES ARE 1 HOUR & PROPRIETARY CONTENT UNLESS OTHERWISE NOTED

- Natural Stone Trends for Real Life Residential Projects
- The Art of Selling (1.5 hrs)
- Account Manager 1
- Account Manager 2
- The Art of Specification
- Direct Sales - In Home Selling
- Providing Continuing Education (30 minute)
- Natural Stone Principles (NSI Course)
- Natural Stone Countertops: Considerations for Marble, Granite, Quartzite & Soapstone (NSI Course)
- Why Choose Natural Stone (NSI Course)



Rep Methods



Alison Mullins

Author, Educator, Keynote Speaker,
& Business Consultant

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SIGNATURE TOPICS

- ✓ Natural Stone & Surfaces
- ✓ Natural Stone Uses & Projects
- ✓ Sales Techniques & Training
- ✓ Business Development Tactics
- ✓ Women In The Workplace & Motivation
- ✓ The Art of Selling



11K

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1K

monthly page views



5K

Followers



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Reads



Rep Methods



Alison Mullins

"The Art of Selling"

1.5 hr Seminar

Sales & Lead Management for B2B & B2C

The Art of Selling is an unmissable seminar for businesses looking to hone their sales skills. With interactive roleplay, Q&A sessions, and audience participation, this one and half hour event is designed to stimulate new tactics and strategies for both B2B and B2C businesses. Our expert speaker will cover every aspect of the selling process, from lead management & brand ownership to identifying new targets & developing expertise. We'll delve into closing tactics, sales pitch strategy, organization methodology and even the often-dreaded rebuttal and refusal process. Get ready to feel motivated and inspired to take your sales game to the next level with The Art of Selling by Rep Methods.

SIGNATURE TOPICS

- ✓ Sales & Lead Management
- ✓ Get over Cold Calling Fears
- ✓ Learn to Merchandise a Brand
- ✓ Business Development Tactics
- ✓ Rebuttal & Refusal Technique
- ✓ Follow Up
- ✓ Sales Pitch & Closing Technique

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Seminar Packages

Live & In Person

Fill up the training day! Pick any size package for your event.



One and Done

Anytime, Any Day of the Week

Any (1) Course

Fee: Starts @ \$1500**

01

Two is Fun

Morning or Afternoon Sessions

Any (2) Courses

Fee: Starts @ \$3000**

02

Three for Play

Usually involves Lunch & Break

Any (3) Courses

Fee: Starts @ \$7500**

03

Four is More

Basically the entire day

Any (4) Courses

Fee: Starts @ \$9500**

04

Five to Survive

Multiple days, you must really love me

Any (4) Courses

Fee: Starts @ \$12,000**

05

**All Speaker Expenses Included
NSI Courses Available

Sales Team Boot Camp(s)

Month to Month

Consulting:

Me, you, your people too.

The Creme de la Creme.



30 Days

1 trainee

Fee: \$20,000**

01

60 Days

A little more intensive, #1 choice

1-3 trainees

Fee: \$42,500**

02

90 Days

No Turning Back, Best for Branches

Up to 5 trainees

Fee: \$65,000**

03

120 Days

Are you hiring me to work for you?

Up to 6 trainees, Multiple locations

Fee: \$95,000**

04

150 Days

Basically I'm now an Employee, no benefits

Up to 6 trainees, Multiple locations

Fee: \$120,000**

05

**All Expenses Included