

Lead with impact

Elevate every conversation

[illegible]

Discover how to increase sales effectiveness by shifting your focus from features to benefits.

Learn to put the five parts of an effective sales call into action.

Receive a structure for meaningful conversations connected to practice growth.

Cultivate your curiosity to go deeper and understand what motivates clients.

In any role, influencing decisions and building relationships matter. The ability to lead deeper, more intentional conversations is a competitive edge. This series offers practical, repeatable tools that can help professionals:

- ## Take the next step

Ask us about integrating this workshop series into our broader “Rise to the Role” curriculum – a holistic development experience built to grow your team’s leadership, communication and client engagement capabilities.

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