

Professional Sales and Marketing Training

- **Corporate Sales Training**
- **Networking/Prospecting Workshops**
- **Effective Networking Programs**
- **Sales Coaching**
- **Personal Network Event Coaching**
- **Effective Cold Calling and Prospectin**
- **Building Referral Teams**
- **Effective Closing Techniques**
- **Hiring Consulting**
- **DISC Assessments**
- **Speaking Engagements**



Contact Us



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<http://www.twitter.com/johncarr>



<http://www.facebook.com/drivingyoutosuccess>



Driving You to Success



Testimonials

“John is the type of person who thrives upon other people’s success. He truly is a master networker and for this reason I didn’t think twice when John opened JRC Consulting. The pricing is great and the training is priceless. John is always on time, very friendly and loaded with great information. I would recommend John to anyone looking to increase sales or starting a new business. He can truly help the bottom line.”

Scott Camire – AC Advantage

“I have hired John on numerous occasions to train and mentor some of my top sales persons. John’s expertise and experience in networking and effectively generating sales leads from passive contacts has certainly benefited my sales division. Every person who John has trained for ISD Financial has increased their sales and productivity. Best training money we have spent.”

Jeff Nemes – ISD Financial



Programs

These interactive programs are developed to help you network more effectively and increase your sales.

Sales to Success Program

- Prospecting - *Prospecting Effectively*
- Qualifying – *Are they prospect or a suspect?*
- Closing - *Close more business with conversational closing*
- Relationship Building – *Keep your clients for life*

Networking to Success Program

- Effective Networking – *Develop a networking plan that works*
- 30-60-90 – *Develop Powerful introductions at events*
- Business by Referral – *Build and manage a powerful referral team*

Mission Statement

“To help individuals and companies grow their business with integrity.”

About John



John Carr is the President of JRC Consulting Group. His introduction into the business world began at the age of 10 when he went door-to-door to sell cards and stationery. Since that time, he has spent more than 30 successful years in the sales and marketing fields. Prior to starting JRC Consulting Group, John increased sales at Halsey & Griffith by over 80% and increased revenue by 220% in just one year with a Brevard County office equipment company. By sharing his real-world salesmanship, love of networking and tremendous management experience, John helps companies develop and exceed their networking and sales goals.

John is a graduate of the Leadership Palm Beach County 2010 Focus program and an active member of the Northern Palm Beach County Chamber of Commerce’s Board of Trustees. John also serves on the NPB Chamber’s Small Business Advisory Council, Ambassador Committee and Government Affairs Committee. In addition, John is actively involved with the Stuart/Martin County Chamber of Commerce.

John has always been committed to giving back to his community, and over the years has served in a number of capacities for numerous charities and nonprofit organizations. He currently serves as chairman of a local charity golf tournament benefitting United for Families and is on the Easter Seals Get Down to Business Luncheon Committee. John has also worked with Habitat for Humanity, the Golf Committee for the Oakwood Center of the Palm Beaches, the Disaster Emergency Response Team for the Salvation Army and the Disaster Action Team for the American Red Cross.

John has resided in Palm Beach County for over 38 years. He is happily married and the proud father of a twenty-two-year-old daughter who is now attending Florida Atlantic University in Jupiter majoring in education.