

Give the Next Generation a Head Start in Business

At its foundation, professional selling is about understanding people, asking thoughtful questions, communicating value, solving problems, building trust, and confidently navigating conversations. Those are skills that can give young people an advantage regardless of the career they ultimately choose.

For students preparing to enter the professional world, developing those abilities early can create a significant advantage.



A Different Kind of Career Preparation

School teaches students a great deal about business, but there are some skills that are difficult to learn from a textbook.

- How do you walk into a room where you don't know anyone and start a conversation?
- How do you uncover what someone really needs?
- How do you present an idea without sounding pushy?
- How do you respond when someone says no?
- How do you build professional relationships that create opportunities?

These are skills that can benefit someone throughout their entire career, whether they become a salesperson, entrepreneur, marketer, consultant, executive, or business owner.

Bring a Future Leader to a Sandler Workshop

Through this experience, students can begin learning how to:

- **Communicate with confidence.** Learn how strong professionals start conversations, ask meaningful questions, listen actively, and communicate their ideas clearly.
- **Understand how business really happens.** Get an inside look at how organizations identify opportunities, build relationships, solve customer problems, and generate revenue.
- **Become more comfortable with networking.** Develop skills that can make introductions, interviews, networking events, and future professional conversations feel less intimidating.
- **Think like an entrepreneur.** Learn how successful professionals uncover problems, understand needs, communicate value, and turn ideas into opportunities.
- **Build resilience.** Professional success requires handling rejection, uncertainty, setbacks, and difficult conversations without losing momentum.
- **Develop stronger questioning and listening skills.** Students will see why asking the right questions is often more powerful than having the perfect answer.
- **Prepare for internships and their first career opportunities.** Strong communication, confidence, curiosity, and relationship-building skills can help students stand out long before they have years of experience on their résumé.
- **Learn alongside experienced business professionals.** Instead of studying business concepts only in a classroom, students will hear how professionals apply them to real conversations and real business challenges.

Give Them a Head Start on the Skills Business School Doesn't Always Teach

Kim Piller's *Future Business Leaders* program opens the doors of his Sandler workshops to high school and college/university students interested in business, entrepreneurship, leadership, and/or professional sales.

Students will learn alongside working professionals during these immersive experiences, gaining exposure to the foundational skills behind effective selling, communication, relationship-building, and business development... skills extend far beyond a career in business growth.

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