



Bottom Line Me Podcast

IN THIS EPISODE...

SALES AND MARKETING Game Plan for Growth

Kale Gelles on Sales Strategy and Football Smarts

In this energizing video episode, host Ann Allard welcomes Kale Gelles with Old Republic National Title Insurance company for a fun and insightful conversation that blends the playbook of football with the fundamentals of sales. Kale breaks down how teamwork, preparation, and execution on the field mirror the strategies that lead to success not only in title insurance sales but for your own business development. From pre-game planning to closing the deal in the end zone, this episode is packed with motivational insights, practical tips, and winning analogies that will inspire you to bring your A-game every day.

Prospecting:

Call our office and let us help you grow your business.



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<https://youtu.be/e4dKg8FIRBo?si=OTxrto0lsPSzJbOQ>