

Joe Marcoux

Sales Speaker & Trainer • The S.O.S. REPS Method

TWICE LINKEDIN #1 B2B SALES EXPERT • 30+ YEARS • FOUNDER, SOS DOJO • MR. NATURAL CANADA

01 The S.O.S.

Most teams don't lose deals for lack of a good offer. They lose them the moment an objection lands and the confidence drains out of the room.

The S.O.S. is Joe's flagship session, and it rebuilds that confidence live. Using the S.O.S. REPS Method, your audience reps real conversations, gets coached on the spot, and polishes what actually moves a deal, then leaves with language they can use the very next morning.

Book The S.O.S. when you want a room that closes instead of crossing its fingers.

02 Taking A.I.M.E.

Busy is not the same as productive, and most sales teams have the calendar to prove it.

Taking A.I.M.E. is Joe's high-energy answer to scattered, hope-for-the-best selling. He shows your audience how to get intentional and aim their effort at the moves that actually produce sales, then leave fired up, focused, and clear on what to do differently.

Book Taking A.I.M.E. when your people are working hard but still leaving money on the table.

03 Networking Like a PRO

Every room full of people is a room full of opportunities, and most of them walk out the door unconverted.

Networking Like a PRO changes that. Joe shows your audience how to walk into any room, start conversations that matter, and follow up in a way that builds relationships instead of burning them, without the pushy energy that makes networking feel gross.

Book Networking Like a PRO for any event where the real value is in the connections people make.

FORMATS

Keynote or hands-on workshop, available in person or virtually, built on the S.O.S. REPS Method and shaped to your audience and the time you have.