



### **Jan Wallen, Mentor, SCORE Ulster County**

For over a decade, Jan has worked with B2B experts to raise their fees and revenue. Her newest book *Raise Your Fees Without Losing Clients* will be available soon. She says “outcomes power income”, and her clients master the courage, confidence, skills and know-how to raise their fees.

Jan combines her years of experience as a corporate account executive and sales mentor with the art and science of buyer psychology and ethical persuasion, so B2B Experts who sell to companies can raise their fees as much as 25%.

Because of her expertise, her insights are sought after and sourced by publications and media including NBC, ABC, CBS and Fox News, Business News Daily and the Business Insider. When she’s not speaking and strategizing, you will find her meeting with friends in New York City, having interesting and stimulating conversations, meeting new people, spotting trends, and painting colorful watercolors.

