

## **Demo Solutions Now Offering DEI Demos and Sales Coaching**

### *DEI Demos and Cultural Competency Coaching for Sales*

CHICAGO ([PRWEB](#)) October 08, 2020 -- Demo Solutions, a leading sales consultancy focused on SaaS sales enablement, demos and presentations, and Dr. Logan Speaks, a leadership and diversity consultancy specializing in developing cultural competence, announced they joined forces to help sales teams and revenue leaders build sales processes and presentations that are more diverse, equitable, and inclusive.

Diversity, Equity and Inclusivity (DEI) have long influenced how Demo Solutions operates, and the partnership with Dr. Gilo Kwesi Logan will help sales leaders and their teams deliver more effective demos and connect with audiences of diverse backgrounds.

Starting today, all coaching, workshops and SaaS demo services will include an option for additional analysis from a DEI perspective.

Demo Solutions is partnering with Dr. Logan Speaks because at the heart of Dr. Logan's work is the belief that companies and teams thrive when employees can be critically reflective, and can safely engage in thoughtful, productive, and deliberate discussions on diversity, equity and inclusion.

The partnership was created to help SaaS salespeople make better connections with their audiences. Presenters can easily fall into the trap of making assumptions about an audience member's identity or point-of-view, which are influenced by the presenter's implicit biases, and can result in a presenter using stereotypical images or unintentionally offensive gestures or language. To learn more, please visit, <https://demoswindeals.com/demo-services-menu/inclusive-demos/>.

On Tuesday, October 13th at 11 PST, Demo Solutions and Logan Consulting are conducting a panel discussion to discuss Why Inclusivity Matters for Closing Business. This webinar will be hosted by PreSales Collective, an organization whose mission is to elevate the role of PreSales in organizations worldwide, and is open to anyone who would like to join. More information available here. <https://www.presalescollective.com/event-details/why-inclusivity-matters-for-closing-business>

#### About Demo Solutions

Demo Solutions helps sales organizations close deals faster by putting customers at the center of demos and presentations. Offering packages that include demo audits, presenter coaching and training, pitch deck creation, and presales management, our clients are able to improve deal velocity, reduce the number of meetings required to close a deal and increase average deal size. Demo Solutions is Chicago based, software-centric, and inclusivity-first based business. <http://www.demoswindeals.com> for more information.

#### About Dr. Logan Speaks

Dr. Logan helps leaders, organizations, teams, and individuals develop leadership competencies to succeed in an increasingly complex and diverse society. Offering services that include keynotes, coaching programs, seminars, and consulting, our clients are able to develop global mindsets, inclusive leadership skills, cultural competencies, and an organizational culture and climate of racial equity.

The scope of expertise Dr. Logan provides is driven by his 20+ years of experience as an internationally



recognized leadership and diversity speaker, consultant, and writer. He is the founder and president of Logan Consulting Services, LLC, leadership and diversity consulting firm; a member of the Illinois Diversity Council, a National Diversity Council Certified Diversity Professional and has been an adjunct professor of diversity and social justice in Chicago, IL. for more than fifteen years.

Dr. Logan's clients include Fortune 500 companies, top universities, nonprofit organizations, and government agencies. He has over seven years of experience living and working in 23 countries throughout North and Central America, the South Pacific, Southern Asia, the Middle East and West Africa. For more information about Dr. Logan Speaks or to schedule a call, visit: <https://www.drloganspeaks.com/>

"In an increasingly diverse, interconnected, and at times, seemingly polarized society, I help leaders and teams develop skills in cultural intelligence in order to achieve their goals of global leadership, recruiting and retaining diverse talent, and facilitating an inclusive organizational culture, for the overall growth of their business and employees."

- Dr. Gilo Kwesi Logan

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