

MEDIA KIT

Confessions of a Sales PROFESSIONAL

How a People Pleaser
Learned to Thrive
in the Cutthroat
World of Sales



REBECCA **KILDAY**

Rebecca Kilday writes the relatable sales resource she wished she had at the beginning of her career with *Confessions of a Sales Professional*

Chapter Overviews

Chapter 1: Confession: I Didn't Go To School For This

This chapter discusses the paradox of the high-pressure of a sales career without the support of standardized industry licensing or required credentials. In short, people enter their sales career with little or no formal training.

Chapter 2: Confession: I Don't Know Who Is In Charge

This chapter shares the author's struggle to figure out who the decision-maker really is in her sales career. The reader is encouraged to stop meeting with anyone who will listen, and be vigilant in setting up meetings with actual decision-makers.

Chapter 3: I'm Being Judged

This chapter discusses the importance of making a positive first impression with prospects, and gives practical tips for how to do so.

Chapter 4: I'm Thinking About What To Say Next

This chapter discusses the value of asking detailed questions to learn as much as possible about the prospect's situation. The author introduces the concept of the three buyer's motivations and the prospect persona.

Chapter 5: I Take It Personally

This chapter discusses the importance of empathy in the sales and buying process. The author critiques the proliferation of artificial intelligence in sales.

Chapter 6: Confession: I'm A Know-It-All

This chapter teaches how to present meaningful solutions to prospects with a focus on structural storytelling and respectful persistence.

Chapter 7: Confession: I'm Uncomfortable Everyday.

This chapter focuses on how to read the buying cues of your prospect, and how to react when they show signs of discomfort. The author introduces the concept of the question loop to guide prospects toward the close of the sale.

Chapter 8: Confession: I Lost. A Lot.

The author shares vulnerable stories about professional loss and how it affected her self-worth. She shares final techniques for closing your sale.

Chapter 9: Confession: I Don't Know When To Stop

This chapter outlines customer retention strategies to be employed after your sales is made.

Chapter 10: Confession: I Lost Perspective

The author shares a story of personal loss, and ultimately why she left her sales roles in the pursuit of building a research-based sales process designed by a woman for women.

Throughout the book, Kilday introduces a new sales process designed especially for women. The process is called Sell INSPIRED, and is outlined step-by-step in each chapter.

“All my experiences, the good and the painful, led me to develop the process that improved my career and changed my life. Let Sell INSPIRED be the missing piece that completes the puzzle and unlocks your highest potential”

-Rebecca Kilday in Confessions of a Sales Professional

ABOUT REBECCA KILDAY

Rebecca Kilday is an award-winning sales professional turned author and speaker. Frustrated by the quality and inauthenticity in the sales training and advice she received during her 20-year sales career, Kilday wrote her debut book *Confessions of a Sales Professional* to encourage and inspire women in sales. In the book, Kilday recounts some of her hardest (and most embarrassing) professional days and introduces the innovative sales framework she created that finally brought her the success she was looking for. As a sales trainer, Kilday helps women unlearn conventional, outdated sales advice so that they can sell with confidence and authenticity. She lives in Chattanooga, TN with her husband and sons, and runs her consulting business, Sell INSPIRED, where she provides sales training and professional development services for enterprises of all sizes.



“Rebecca is truly exceptional. Her ability to connect with people, move a room, and lead with confidence is remarkable. I’ve witnessed her deep sales expertise firsthand. Her innovative sales strategies are transformative, and her support for those just starting out is inspiring.”

-Rachell Bilbrey
SVP Commercial Relationship Manager, Studio Bank



“I want to share with you the experiences that made me a better sales professional, the mistakes that almost broke me, and the process I honed that brought me the most success.”

-Rebecca Kilday in *Confessions of a Sales Professional*

Sample Interview Questions for Rebecca Kilday

1. What inspired you to write *Confessions of a Sales Professional*?
2. What advice would you give to women starting out in sales?
3. What advice would you give to women in their sales careers who feel overwhelmed or burnt out?
4. Why do women leave the sales industry at a higher rate than men?
5. What lessons from this book do you think will resonate most for women in sales?
6. You share some pretty personal stories in your book. Why was it important to you to share those vulnerable stories and not just give sales advice?
7. You introduce your sales process, Sell INSPIRED, in the book. What sets it apart from traditional sales training?
8. You say sales traditional sales training was developed for men by men. Can you give an example of a widely held piece of sales wisdom that works differently for men than it does for women?
9. What do you know now that you wish you knew when you were starting your sales career?
10. How can our audience get your book?

Morgan James Publishing

September 15, 2026

\$17.95

ISBN 979-8-9926211-4-3 (Book)

ISBN 979-8-9926211-5-0 (E-book)

ISBN 979-8-9926211-6-7 (Audiobook)

