



Luxury Unplugged. A Plush Ink podcast with Neeti Keswaani. Tropical lifestyle with Richard Blank.

In this insightful episode of the Luxury Unplugged Podcast, we sit down with Richard Blank, the CEO of Costa Rica's leading call center, to discuss his unique approach to leadership and team motivation in the call center industry.

CALL CENTRE CEO DISCUSSES ELEMENTS OF COMMUNICATION & COLD CALLING

Luxury Unplugged

NEETI KESWANI

FT. RICHARD BLANK

UNFILTERED CONVERSATIONS

Podcast icons: Amazon, Spotify, Apple, Google Play, YouTube, Instagram, Facebook, RSS

Luxury Unplugged is a globally loved podcast & content platform that explores unique blend of Luxury lifestyle with spirituality. Our mission is to inspire entrepreneurs, professionals, and consultants to enhance their mindset for success.

Luxury Unplugged Podcast

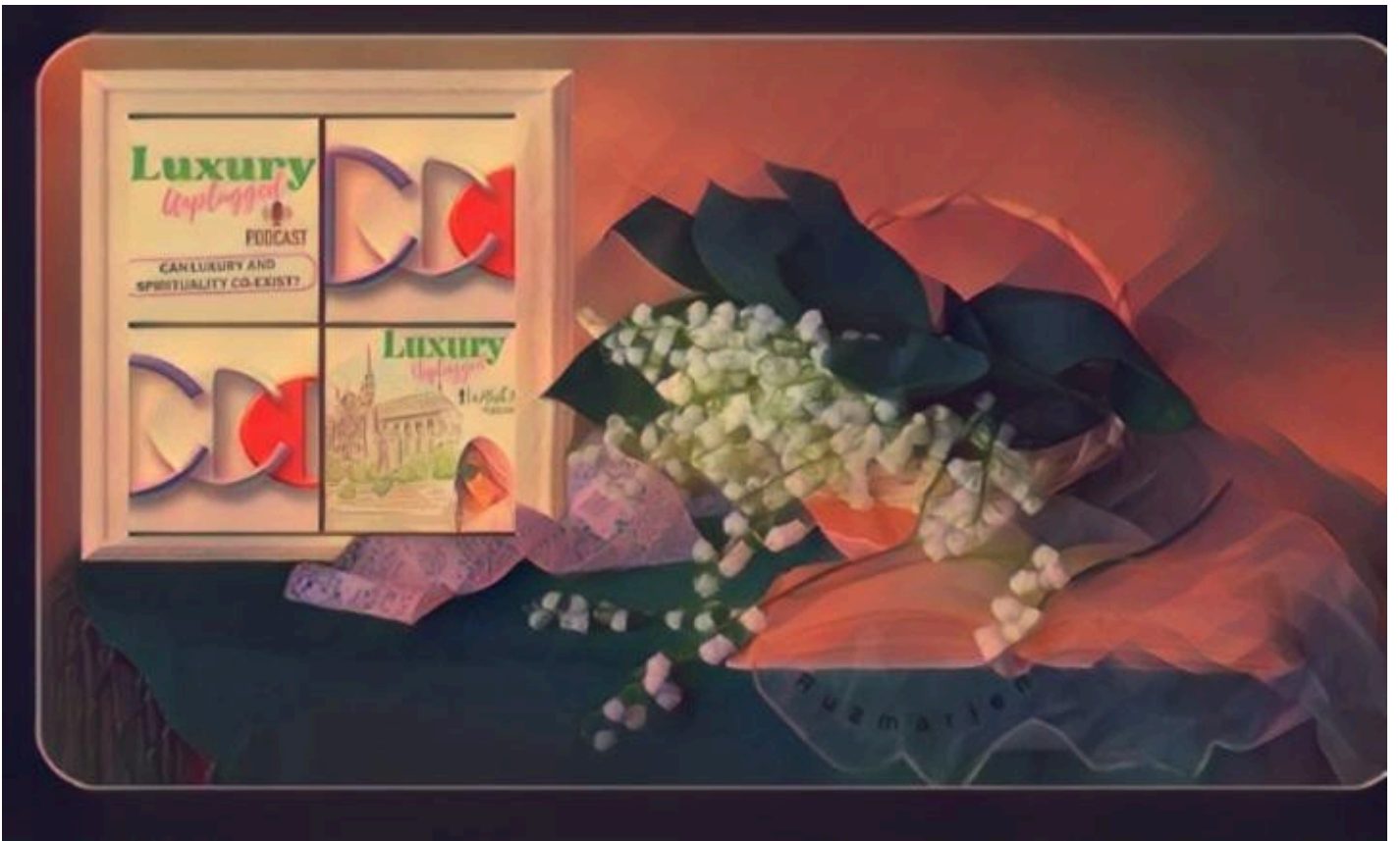
‘We tell Fascinating stories that change lives’

Wish Neeti Keswani

AUTHOR | ENTREPRENEUR

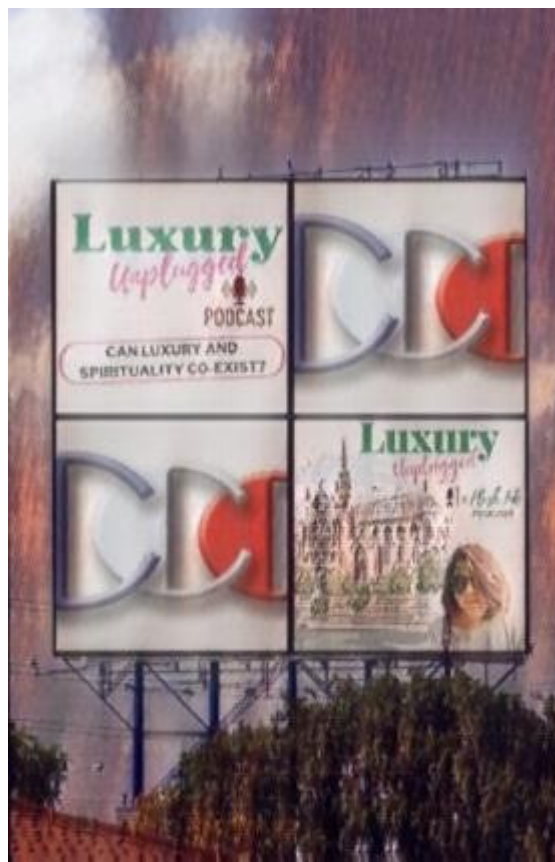
VISIT PLUSH-INK.COM

Explore this channel for intriguing stories and insightful conversations with industry experts. Luxury Unplugged is Living your best life by developing your best self. It is about Personal development, self-improvement, and transforming your story. Discover the Surprising Art of Effortless Conversation. Spirituality & Luxury



In this insightful episode of the Luxury Unplugged Podcast, we sit down with Richard Blank, the CEO of Costa Rica's leading call center, to discuss his unique approach to leadership and team motivation in the call center industry.

Learn how to master the art of conversation with these 5 proven techniques from Richard Blank. Improve your communication skills and overcome social anxiety!

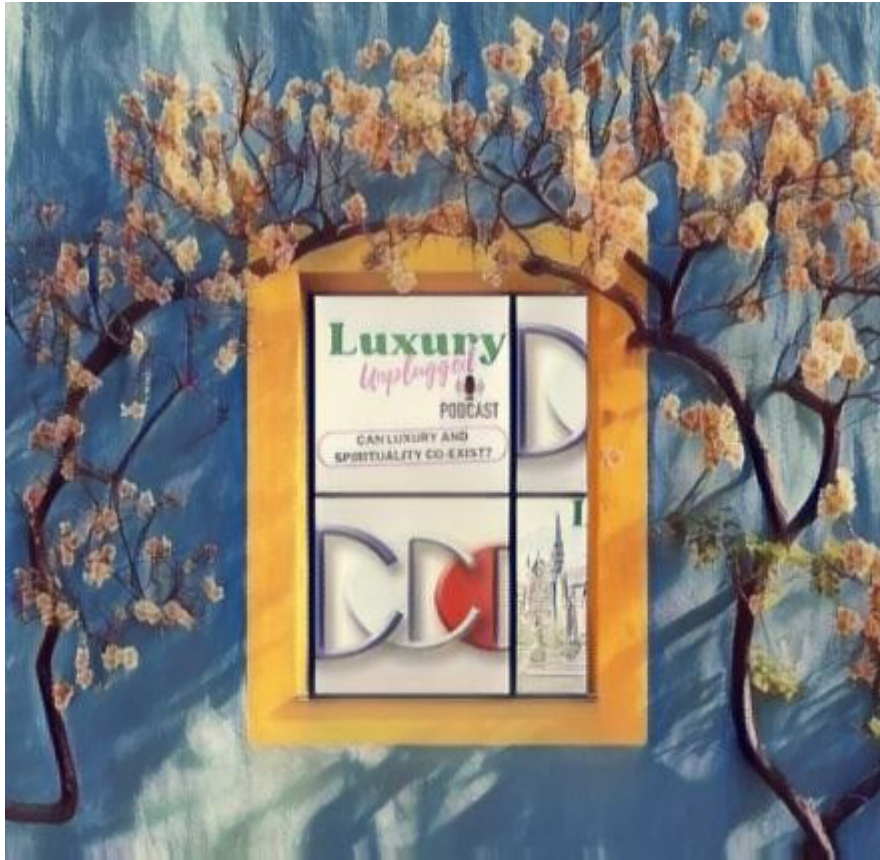


How to master the art of conversation ft. Richard Blanc's proven sales techniques in call centre

-Master the Art of Call Center effective Communication skills ft. Richard Blank's 5 Proven Techniques

-Emphasizes the importance of spirituality in personal and professional growth, encouraging individuals to find their own goals.

-Highlights the need to remove fear and create a respectful environment to foster strong relationships and personal development.



-Discusses the power of vulnerability, suggesting that being open can lead to greater strength and opportunities.

-Stresses the significance of being present and maintaining a clear mindset to avoid distractions and enhance decision-making.

-Explores the necessity of cultural sensitivity in global business communications, particularly when interacting with diverse clients across different regions.



Discussed in Richard Blank's insights:

Integrating spirituality into career growth for lasting success

How to set personal career goals with a spiritual approach

Eliminating fear in the workplace to boost professional growth

Building respectful work environments for strong professional relationships

Leveraging vulnerability as a strength in your career

what are three proven techniques that top sales professionals swear by for consistently closing deals?

boost your sales with these proven techniques, proven sales techniques to scale b2b businesses

Overview of Richard Blank's Background and Expertise



Richard brings a wealth of experience in motivational public speaking and leadership, blending his skills to create an inspiring work culture. Discover how his journey has shaped his perspective on nurturing talent within the call center space.

Practical Strategies for Motivating Teams

Learn about Richard's effective methods for reducing stress among employees and opening their minds to new possibilities. He shares his insights on encouraging experimentation, asking questions for clarity, and fostering an environment where individual rhythms and open-mindedness lead to personal and professional success.

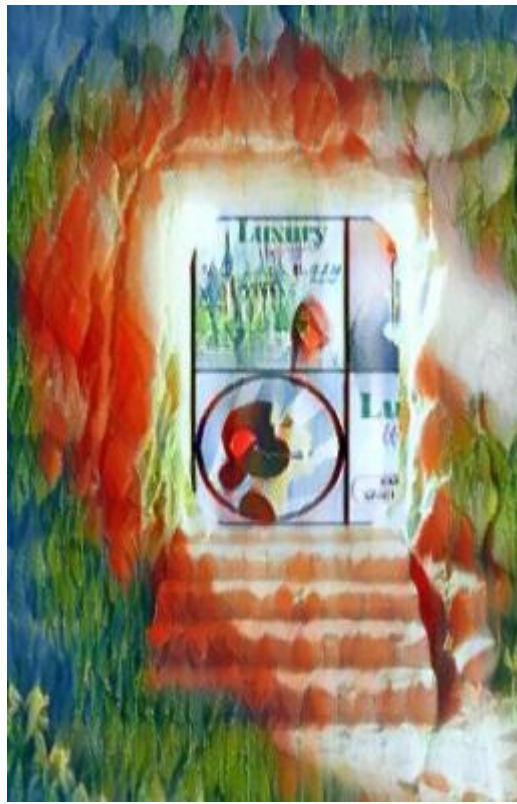
Achieving Balance and Reducing Stress in the Workplace



Richard highlights the importance of creating a positive and supportive work environment. He emphasizes the role of communication and empathy in leadership, sharing techniques for creating a respectful space that empowers employees to thrive.

Join us as we explore Richard Blanc's innovative strategies for nurturing a team of 10,000 bilingual telemarketers, blending tactical leadership with spiritual insight.

Want to connect with Richard or learn more about his approach? Don't forget to like, subscribe, and hit the notification bell for more inspiring episodes!



I'm Neeti Keswani, a digital creator, entrepreneur, and the host of leading podcast, Luxury Unplugged. With a mission to inspire and educate, we garner over 100k monthly views across 5 content channels, sharing knowledge that uplifts and empowers.

Luxury Unplugged is a podcast that delves into the art of mindful living while succeeding in the luxury space.

Through Luxury Unplugged podcast, I dive into the secrets of success with influential figures, making each episode a hub for knowledge and inspiration.



With a passion for storytelling and personal growth, I've created this platform to explore inspiring journeys, timeless wisdom, and the secrets behind thriving in a fast-paced world. My passion for storytelling stems from my journey - from sales to narratives, from IT Consulting to embarking on a path of personal and professional growth leading to my Bestselling book 'Live Your Dreams: BE YOU' (Bestselling on Amazon for 3 years).



I believe that 'Stories that touch some strings in your heart, live forever.' My mission is to bring hearts to work and help leaders, founders, and professionals build trust, create impact, and leave a legacy through their stories.

With 15+ years of experience in HR and IT consulting, managing CXO-level relationships, and building powerful content strategies, my extensive corporate experience enables me to understand your professional challenges and translate them into relatable stories and help you carve a message that resonates with the people you communicate with.



What I Bring to the Table:

For Career Professionals: I help you rewrite your narrative to position yourself for career transitions and leadership roles.

For Entrepreneurs & Brands: Together, we create compelling stories that resonate, inspire action, and elevate your brand.

For Aspiring Thought Leaders: My proven storytelling methods give you the clarity and confidence to make your voice unforgettable.

As the Author of *Live Your Dreams: Be You*:

I inspire readers to embrace their best selves and align their lives with their dreams—because **YOUR STORY IS YOUR SUPER POWER.**

Whether you're looking to transform your personal brand or elevate your company's story, I provide the tools and mindset to help you succeed.



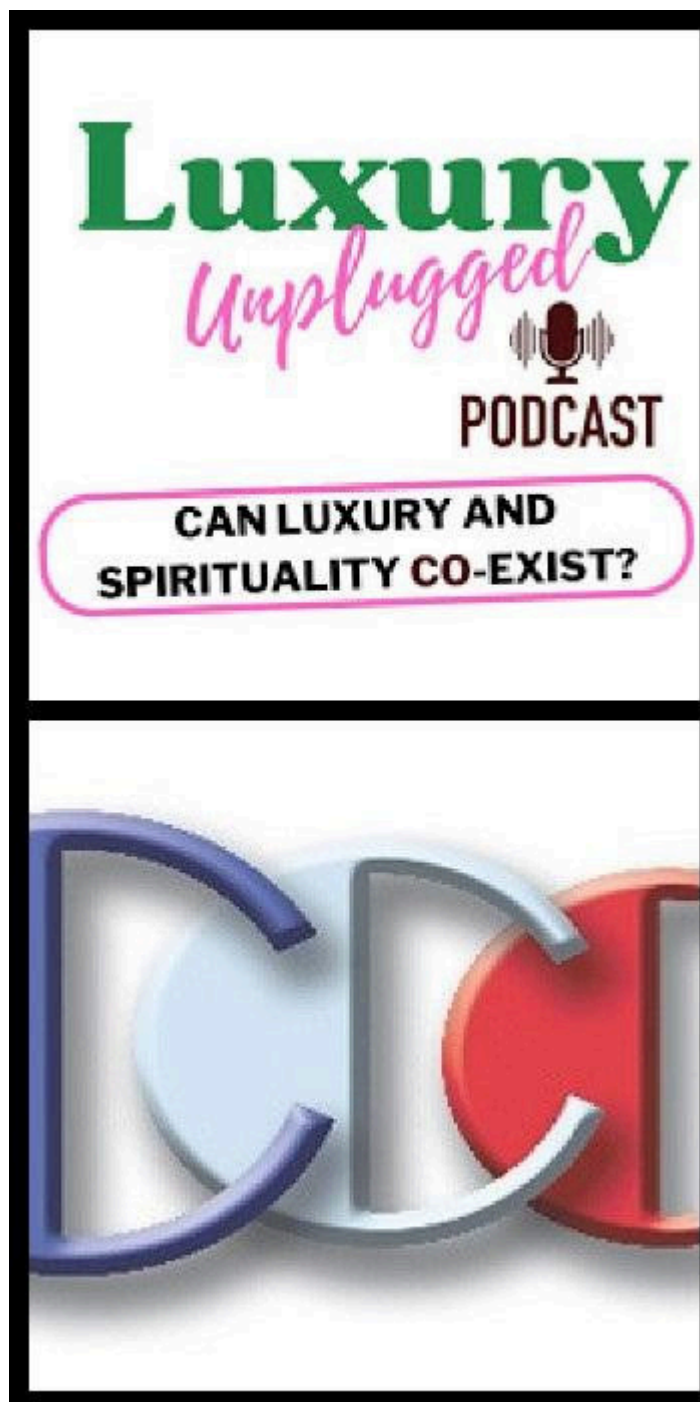
Encouragement to Take Risks and Connect

And let me put it this way. The majority of your audience has a very nice family where if worst case scenario happens, they can always call up their uncle or their dad and use their networking to get a job. But throw your hat in the ring. Drink life. Go for it. And then write me an email and let me know how successful you are after you've watched this podcast and grew your business.



Philosophical Perspective on Business Integrity

But I've also realized that this is the responsibility that I signed up for. And spiritually, even if something goes terribly wrong and I even lose an account, if I did the right steps and did the best that I could and ethically and morally and on time and just sometimes the bingo balls do not bounce to my advantage, I can look at myself in the mirror. And that's part of spirituality too.



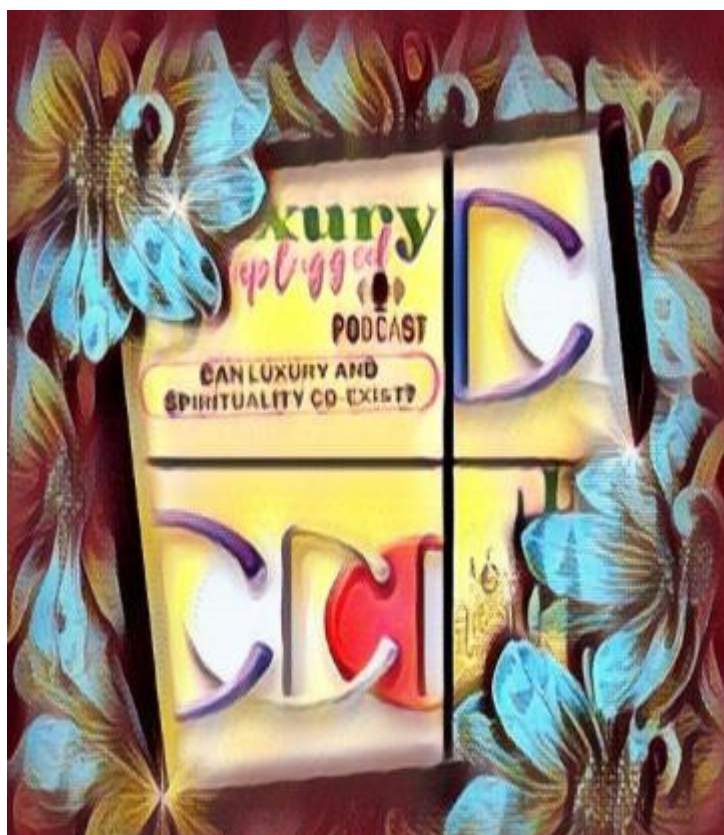
Reflections on Personal Growth and Authenticity

today i'm more proud of myself 15 years ago when i closed my first account that was the greatest feeling i've ever had in my entire life when the plant was sprouting i mean that was that was amazing but um i i think the greatest lesson today especially because you're even though this is light-hearted and fun This is also a very serious topic. You are talking about spirituality and wholesome living. So at least your audience will know. And I'm willing to put my money down. They can tell my sincerity and authenticity in regards to my own proper spirituality. I'm not faking it. Come on, you would have caught me 15 times already this past half an hour.



Embracing Individuality and Life Choices

Come on, you would have caught me 15 times already this past half an hour. And so everything that I've shared with you is just my own light that's inside of me. That drove me to be a Spanish major, to move abroad, start a company. He says, who does these things? Nobody does. I couldn't compare notes with anybody.



Accountability and Transparency in Business Relationships

The one thing the clients will love about me is that, as I mentioned, no surprises. Here's the best thing about running a business. It's about accountability. Even if I wasn't there, I'm still going to make the phone call. I'm going to let them know what happened, what our solution is. And I've realized, I've realized, that you judge somebody's character during chaos. And I've had the best relationships when we've had to dust ourselves off after a bump compared to things that are just smooth sailing. Because if you can have that sort of relationship with somebody, because life does happen, where you're in touch immediately, you have a game plan, you're not screaming, yelling, or in my case, pulling my hair out. People love you for it.



Spirituality and Self-Help: A Unique Perspective

It's about something that's inside of each one of us. And the last thing I'm ever going to do is tell someone how to be spiritually. I'm just letting you know what happened with me and the sort of mentors that I had that showed that they can get scars and they're real people that can

take real hits. They're not invincible, but they're also not weak. And I love seeing things in people because I don't want a self-help book. I am the self-help. And I want to see what people can do for me to add to my wind and to my current. And when I meet with these people, I will always ask them when they first sign up for a job to turn a piece of paper over and write me a few paragraphs of a coming of age moment.



Learn from Mistakes and Share Your Story

And you should discuss your mistakes. You got to explain when you skinned your knee, you fell out of the tree, you missed the bus, you had to walk in the rain. Why? Prove you're human. But also, you learn the lesson. And so you can pay that forward as the wise one telling you the 101 things you should not do because I used to do that. I mean, don't look at me as an owner of a company that I was this angel kid that got perfect grades in school and stayed home on Saturday nights and read books. That was not me. But I also wasn't a really bad kid either. I just clicked my heels and loved life. And so when you see somebody in a certain position, don't expect their story to be what others have done. You don't know the sacrifices made in the dedicated practice. And so I think people like to hear those long shot stories. The greatest biographies are when you read about the people before they were rich and famous. And you're like, yeah, but that was Albert Einstein. Yeah, but when he was a child, he wasn't that genius yet. He wasn't acclaimed. He didn't have those papers written.



Facing Business Challenges with a Clear Mind

But being here today, I'm just letting you know to not have that fear or anxiety. If you don't want to be a boxer, then don't get hit in the face. You want to start a business. Anxiety of what? What, financials and stuff? These are not the things to be stressed about. Seriously, this is part of what you signed up for. Go into it pure. Know that there is distance. There's a forced march to it. There might be times you question yourself, but my good friend, when you put your head on that pillow at night, that's when your clearest thoughts come. And that's when you know that you'll have a light heart because you've done the right thing that day. You might have not made

money, okay? But you did these certain efforts to get you closer to it. The greatest mysteries in life are these riddles.



Richard's journey in the call center space is filled with twists and turns. When he was 27 years

old, he relocated to Costa Rica to train employees for one of the larger call centers in San Jose.

Mr. Richard Blank holds a bachelors degree in Communication and Spanish from the University of Arizona and a certificate of language proficiency from the University of Sevilla, Spain. A Keynote speaker for Philadelphia's Abington High School 68th National Honors Society induction ceremony. In addition, inducted into the 2023 Hall of Fame for Business. Giving back to Abington Senior High School is very important to Mr. Blank. As such, he endows a scholarship each year for students that plan on majoring in a world language at the university level.

Costa Rica's Call Center (CCC) is a state of the art BPO telemarketing outsource company located in the capital city of San Jose, Costa Rica. Our main focus has been, and will always be to personally train each and every Central America call center agent so that we may offer the highest quality of outbound and inbound telemarketing solutions and bilingual customer service to small and medium sized international companies, entrepreneurs as well as fortune 500 companies.



We encourage you to visit one of our call centers on your next personal vacation or business trip to Central America's paradise, Costa Rica. While you are here, we would recommend taking an extra day of your trip to visit breathtaking virgin beaches, play golf next to the ocean, try your luck at deep sea fishing, explore tropical jungles, climb volcanos or just relax in natural hot springs. Come and see for yourself why call center outsourcing in Costa Rica is a perfect solution for your growing company and a powerhouse in the BPO industry.



<https://costaricascallcenter.com/en/outbound-bpo-campaigns/>

#NeetiKeswani #LuxuryUnplugged #RichardBlank #CostaRica #CallCenter #Outsourcing
#Telemarketing #BPO #Sales #Entrepreneur #B2B #Business #Podcast #Gamification #CEO
#trend #trending #listennow #subscribe #podcastclip #podcastvideo #videopodcasting
#podcastguest

CALL CENTRE CEO DISCUSSES ELEMENTS OF COMMUNICATION & COLD CALLING

Luxury
Unplugged



NEETI KESWANI



UNFILTERED CONVERSATIONS



FT. RICHARD BLANK



Richard Blank hired bassist Garry Gary Beers of INXS.



Neeti Keswaani, Luxury Unplugged, Richard Blank, Costa Rica's Call Center, Outsourcing, Telemarketing Call Centre, BPO, Nearshore Contact Center, Sales, Entrepreneur, B2B, Business, Podcast, Gamification, Leadership, Marketing, CX, Guest, Money, B2C education, BPO trainer, call centre, contact centre, contact center, trend, trending