

# GET "FORTUNE 500" SALES COACHING AND TRAINING FOR A WHOLE LOT LESS THAN A FORTUNE



## CLOSE THE PROFIT GAP...

*Sales training alone does not produce permanent or measurable results. As a matter of fact, training only has a half-life of 5.1 weeks. However, when sales training is combined with intense and focused coaching, the impact increases dramatically!*

## PICK THE PROGRAM THAT FITS YOUR NEEDS AND YOUR BUDGET

### **The 100% Club**

This program is perfect for the individual sales representative who wants to sharpen his/her sales skills. It goes beyond traditional training and incorporates monthly conference calls, offline development exercises, and the opportunity to contact me at your convenience.

### **Sales Management Training**

This training program is delivered over the course of two months. During this 8-week session, you'll learn how to implement all of the sales management strategies that we discussed during our program. All of the training is delivered

over the web and during conference calls. Each participant receives a detailed manual, as well as customized sales management tools. This is the program for new sales managers and/or business owners who want to build a world-class sales force.

### **One-on-One Coaching**

I offer one-on-one coaching services to managers and business owners. During these private sessions, you and I will develop a series of action plans designed to help you achieve your goals as rapidly as possible. In this relationship, you can look to me as your copilot/ navigator. I will help you achieve your business goals in the shortest possible time, for a low

and affordable monthly fee. During the course of the month, you and I will have a formal coaching session every other week, along with regular communication via an online web portal.

### **Consulting**

Many of my clients view me as a Virtual Sales Manager. In these consulting engagements, I operate as an interim manager to help my clients in a hands-on fashion to punch through barriers that may be inhibiting their organization's ability to grow.

### **Closed-Loop Marketing**

As you know, we are specialists in developing and implementing closed-loop marketing systems. If you want to harness this sales supercharger, we can

set up a custom-developed system for you in less than 30 days. Remember, closed-loop marketing will drive your top line by 35%.

### **Your first coaching session is a phone call away.**

Make sure you are doing the right thing. Use my services before you fire your next sales rep. Use my services before you hire your next sales rep. Call me... whether you're going through compensation issues, deployment issues, marketing issues, or whatever, I can coach you through the process.

Take advantage of my 30 years of sales and marketing, coaching, consulting, and training targeted at companies just like yours which allows me to work at your side, but not on your payroll.



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**YES! Help me accelerate my sales!**

If you'd like Fortune 500 sales acceleration coaching and training that doesn't cost a fortune, please feel free to click the [Schedule a Call](#) link to access my calendar and set up a mutually convenient time to chat.

