

THE RIGHT TRACK COURSE

Overcoming Prospecting Anxiety

Prospecting Made Easier

Getting Referrals

Booking Appointments by Telephone

Decreasing the Sales Cycle

Bonding With Your Prospects

Getting To the Real Issues for Making This Decision

Finding the Budget

Locating All the Decision Makers

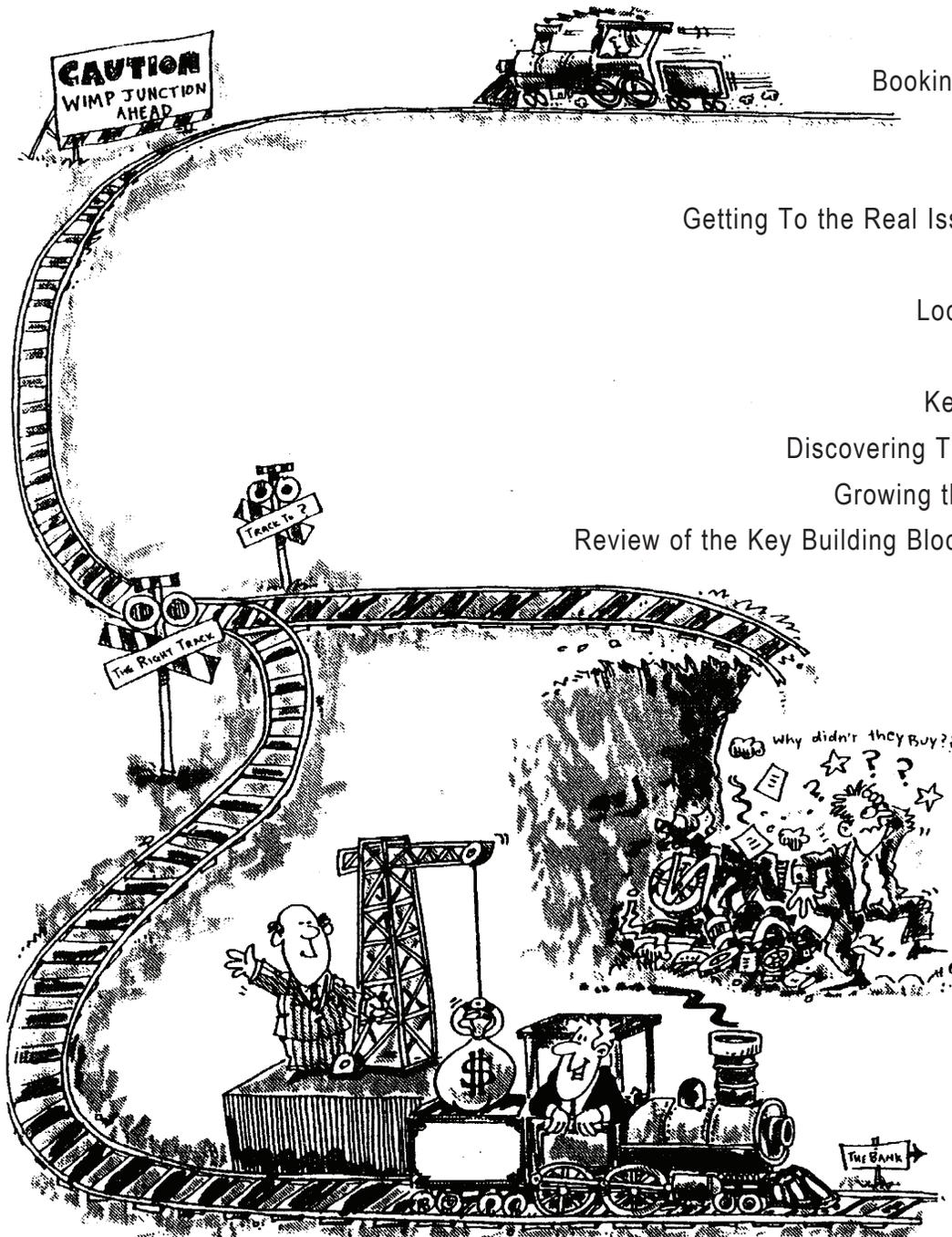
Getting a Firm Commitment

Keeping the Sale after It Is Sold

Discovering That Sales People Have Rights

Growing the Self Esteem of the Student

Review of the Key Building Blocks of Successful Salespeople



They asked me the same tough questions. Thanks to my session with AI, I was confident, I had the all the answers, and we closed the deal.

MICHAEL BERLIN
BRITESKIES, LLC

Sales training is a daily discipline, not a quick-hit sales seminar that's forgotten the next day.

DAVID CHARLTON
RICE COMPANIES, INC.

Without the constant reinforcement we'd fall back into our old habits and stay there. The ongoing exposure is crucial.

DAVID H. GLAVIN
GLAVIN INDUSTRIES, INC.

Working with Sales Concepts has really helped me own the sales process.

PAT HOLLOWAY
THE LEADERSHIP DEVELOPMENT CONSORTIUM, INC.

They've helped me realize the value of the work I do.

CYNDIE MORGAN
WESTERN RESERVE INSURANCE

Now we're the ones with the ball, we're the ones who carry it over the line, and it's the other guys who are looking confused about why they didn't win the game.

BRAD OHLEMACHER
ELYRIA MANUFACTURING CORP.

I wanted to seem more like a consultant than a sales person. Sales Concepts designed a strategy, just for me, to do that.

TIM OPSITNICK
JURINNOV, LTD.

I was trying to close three deals but each one had a major hurdle. I called for coaching to work out a successful strategy. That was my million-dollar day.

BOB PERRITT
R. J. PERRITT HOMES

It's great stuff.

FRANK SIDARI
SANDRIDGE FOOD CORPORATION

When I think about how expensive it was to try out a theory on a live prospect—something I'd read in a book or heard at a seminar—I wonder how much revenue I've lost over the years.

KAREN SPERLI
PADGETT BUSINESS SERVICES

Our competitors lead with product and price. We don't. We listen, ask questions, uncover their pain, and address their needs. It's so simple, yet effective.

CHRISTOPHER A. TJOTJOS
LOGOS COMMUNICATIONS, INC.

Everybody here deals with customers at some level. So everybody gets training.

MARK TRUSHEL
MANTALINE CORP.

It was just one simple question. 'Can you help me?'

KIRK ZEHNDER
EARNEST MACHINE