



Customized Sales & Sales Management Training programs

SINCE 1985

We've been customizing and facilitating sales and sales management training programs for global, national, and regional companies since 1985. Our clients include many of the most recognized names in their respective industries.

get the **Right** Message | to the **Right** People | at the **Right** Frequency

TESTIMONIALS

In less than 4 months following your training my district's revenue has increased by 30%, our close ratio has almost doubled, and we have reduced average sales cycle time by at least a third.

Michael H., District Manager, GE

Target accounts closed five months post-training have well exceeded expectations. Close ratios doubled and sales cycle times are less than half our historical average.

Jim S., VP Sales, PaperChem

Thanks to your training, the highest percentage of salespeople in the history of our company are qualifying for bonus.

Matt G., EVP, Garratt-Callahan

During one of your training classes, you made a call to a prospect provided by one of our new salespeople and got the sales rep an appointment. This prospect call was converted to a customer that has generated over \$1mm worth of business to-date. Tangible results from this and many other cold calls we all made during your training classes and afterwards have made us believers in your selling system.

Jon M., VP Sales, TDW

In only a few months your training turned mediocre salespeople into superstars.

Dave H., Commercial Sales, AT&T

CUSTOMIZED TRAINING FOR UNMATCHED RESULTS

No other sales training program can produce documented bottomline results as rapidly, as consistently, or as large.

Our unique training approach incorporates a **Case Study** from your own industry which greatly accelerates the learning process and development of selling skills proficiency.

Hundreds of Companies Thousands of Success Stories



CASE STUDY WATCH 2-MINUTE VIDEO VIDEO ON OUR WEBSITE