

IS YOUR SALES TEAM PULLING YOU OUT OF THE RECESSION? DO YOU HAVE A PROACTIVE PLAN?

A 'SELL MORE' DISCUSSION LED BY AL & KEITH STRAUSS

Secrets for selling in an uncertain economy

WEDNESDAY, MARCH 24, 2010

THE UNION CLUB

7:30 - 10:30 AM

COMPLIMENTARY BREAKFAST, PARKING, ATTENDANCE FOR CEO'S AND OWNERS
TO RESERVE YOUR SEAT, RSVP 440 575-7000

"We see improvement every day."

Sales Concepts teaches my entire team a sales process.

I am a manufacturing guy, process, staging, getting product out the door... that is how my mind works. Our historical sales technique was not even close to a process.

That is what sold me, the process. We always had different styles, different terminology and labels, and very different outcomes before.

Now, we are seeing a reinvigoration of the sales team. We are asking more questions, determining what we are not doing for our current customers. We would have missed those opportunities without the work we are doing with Sales Concepts.

from current Sales Concepts client

David D. Dickens, Jr., President
Three D Metals, Inc.
www.threedmetals.com
75 employees



440-575-7000 • 800-346-3724
WWW.SALESCONCEPTSINC.COM

SELL MORE.

