

Winning at Sales

Learn how to:

- Follow a proven sales process.
- Improve your skills at each step.
- Recognize when to go on versus when to recover.
- Present benefits & consequences, and gain commitment.
- Monitor your progress and results.
- Set goals - and *achieve* them!

2011 sessions: Feb. 24, May 6, Oct. 13

2010 sessions: Apr. 8, June 23, Oct. 15

2009 sessions: Oct. 6, Dec. 1

Previous participants have said:

Steve provides a structured format for approaching customers throughout the sales process. The result – more sales!!

Nick Schommer, Manufacturers' Rep, Tech-Source

Helped me to see what we were doing wrong & how to get back on track.

Mary Darud, President, WaterScience

An excellent introduction to the sales process. After this program, I believe that I have a much better grasp of a concrete sales process that will improve my business.

Brock Ray, Partner, Circadian

Engaging and energetic, makes me want to go out and win the sales...

Becky Pomorin, Sales Manager, Millennium Hotel

What I learned today was invaluable! This will help me be much more effective in the future!

Christy Fleming, Donor Recruitment, Memorial Blood Centers

A practical, interactive training to enhance my sales skills. Very enjoyable!

Steve Huisden, Employment Counselor, Lifeworks Services

I hope my competitors do not discover this class!

Melanie Weber, Sales Manager, Crowne Plaza Northstar

Regardless of the industry you're in, Steve's "Winning at Sales" seminar is extremely valuable for not only someone new to sales, but also a great refresher that will motivate even the most seasoned sales professional"

Tom Voegelé, New Business Minnesota