

Empower Your Sales Team

To Be All They're Capable of Being

Is Your Sales Team Capable of Generating Enough Revenue?

- Customers are smarter, more demanding and more sophisticated.
- Competitors are more aggressive.
- The economy has been hit hard and business spending is tight.
- Pricing continues to be an issue.
- Sales managers must teach, motivate, direct and make bigger numbers.

Sizzling Keynotes, Workshops and Coaching

Take Me To Your Leaders

Decisions to buy or change are made at high levels. Learn how to get to executives; talk to senior people; establish credibility; leverage and maintaining relationships powerful decision-makers.

The 7 Actions of Top Sales People

The best salespeople close 70% of the opportunities they pursue. Anyone can close 30%. No one closes 100%. Eliminate guesswork and uncertainty, learn the actions that maximize sales results.

Selling Yourself to You

Confidence is the biggest asset a person can have. It exudes believability and trust. Show your people how to feel comfortable networking for leads, asking for commitment and selling at higher levels.

Personal and Professional, Power and Performance

Beyond high self-esteem, people must have skills, conditioning and discipline to attain success. Give your team the steps to follow and the pitfalls to avoid in the quest to win .

Topics are customized for your purpose and your audience.



SAM MANFER

Sales Expert & Consultant

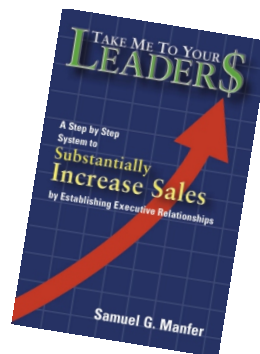
Since 1995, Sam has educated and coached tens of thousands of new and experienced sales people, sales support people and sales managers all over the world. He shows people *How to sell*, and, *How to be confident* - concepts they never learned.

Sam Manfer has a degree in Engineering and an MBA. His corporate positions have been President, VP Sales and Marketing, Business Development Mgr, Engineering Mgr, and Salesman. He has worked for Fisher Price Toys, British Petroleum, Gemcor and ATP. He is now the principle for Sam

Sam has received the Top Performance Awards from Quaker Oats, Triple Threat Award from British Petroleum, President's Club at Miller Heiman and is on the Preferred Speakers List ASME and a member of the National Speakers' Association

TAKE ME TO YOUR LEADERS

A Step by Step System to Substantially Increase Sales by Establishing Executive Relationships



***Empower Your Sales Team
To Be All They Can Be!
Call Today To Schedule Sam Manfer!***