

# TOP TEN SELLING®



**DAN NORMAN IS AN EXPERT AT...  
HOW SALES PROFESSIONALS IN THE TOP 10% GET THERE AND STAY!**

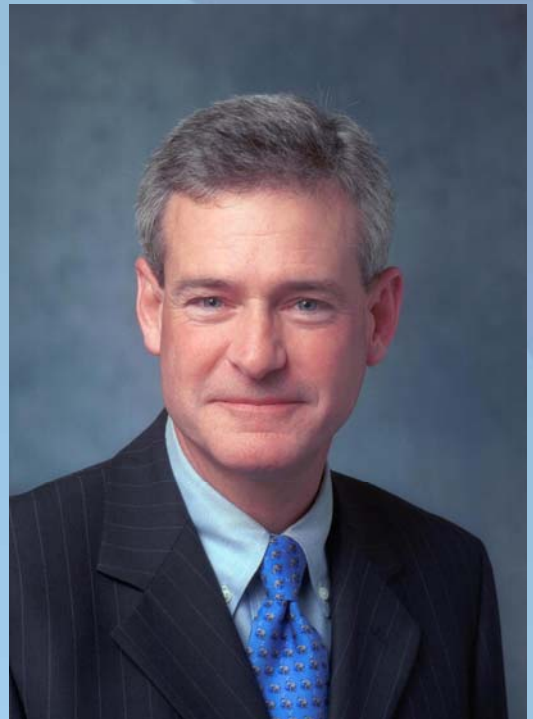
**THE BEST SALESPEOPLE ARE MEETING THEIR GOALS AND ACHIEVING SUCCESS IN TOUGH ECONOMIC TIMES WHILE THOSE WHO ARE NOT ARE LEFT WONDERING HOW THE SUPERSTARS ARE DOING IT.**

**What if your sales team could learn the seven fundamental practices of the very best salespeople that have propelled them to the top of their professions and kept them there even during tough economic times. The result would be increased sales, more prospects, shortened sales cycles and more business closed.**

Dan Norman is a sales performance expert, an author and speaker with more than 25 years of experience in senior sales and general management positions at Fortune 100 companies. Most recently he was Vice President and General Manager over one of AT&T's largest wireless markets. He has built and led large, successful sales organizations in the United States and the United Kingdom and has hired and developed thousands of sales representatives and hundreds of sales managers. His experience covers all sales channels, including outside business-to-business sales, major accounts, retail sales and telemarketing.

During his educational, informative and humorous keynote presentations, Dan examines and teaches the proven fundamentals for getting to and staying in the top 10%. He underscores the fundamentals through a combination of relatable stories and specific examples to assure that his audience fully understands and remembers the key takeaways.

Importantly, Dan does in-depth advance homework to assure that he understands the products, competition and challenges faced by his client. He then uses this knowledge to customize his presentation so that the audience better understands how to apply the fundamentals in their own workplace, improve their performance and increase their sales.



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**Book Dan Norman to increase your sales. [www.toptenselling.com](http://www.toptenselling.com)**

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