



The proven fundamentals to increase your sales, win against the competition, achieve top 10% sales performance and stay there

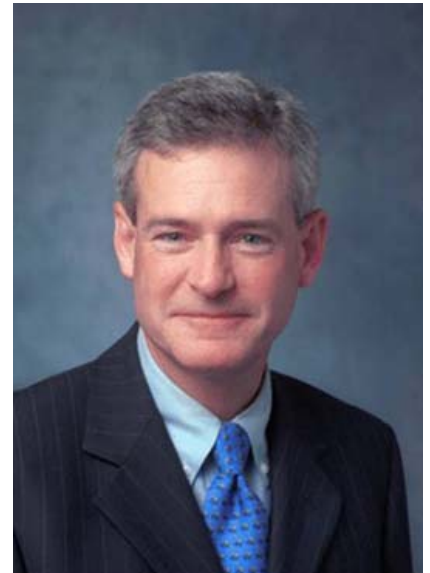
Dan Norman is an expert at what it takes to become a top 10% sales performer

Dan Norman has hired, developed and managed countless top 10% sales performers throughout his career and he knows from experience the fundamental work that it takes to get there. Dan understands what the top 10% do to exceed expectations, the mechanics of how they do it and how they stay at that level year after year.

Dan has more than 25 years of experience serving most recently as Vice President and General Manager over one of the largest markets at Cingular Wireless. He has built and led large and successful sales organizations in the United States and the United Kingdom and has hired and motivated thousands of sales representatives. His experience covers all sales channels, including outside business to business sales, major accounts, retail sales and telemarketing sales.

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 completes his 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.



For additional information: contact Dan Norman at dan@toptenselling.com or call (407) 760-1000.