



TOP TEN SELLING



How Sales Professionals in the Top 10% get there...and stay!

In this educational and highly entertaining presentation, Dan Norman examines the fundamental attributes and practices of the very best salespeople that have propelled them to the top of their professions and keep them there year after year. This is not a presentation about sales skills but rather about the mindset, actions, characteristics and motivation of the superstars in sales. The program is packed full of valuable information, relevant examples and entertaining stories.

Dan begins the presentation in a logging camp high in the hills of North Georgia. Fresh out of college with a Bachelor of Fine Arts degree he was making his first sales call as a representative with Motorola. Locked in his car, dressed in a suit and surrounded by lumberjacks carrying running chain saws, Dan was afraid to open the door.

Attendees will leave having learned:

- **The seven attributes and practices of the superstars in sales**
- **Six sales actions to immediately improve sales**
- **How to develop and keep a resilient sales mindset.**
- **How to manage sales goals to assure success**
- **Effective networking and prospecting**
- **Closing Skills that get the business faster**
- **How to improve customer satisfaction and referrals**

Dan Norman is a sales performance expert, a professional speaker and the author of, *Top Ten Selling*. He has hired and developed thousands of sales representatives and hundreds of sales managers. Throughout his career, Dan has made a science of understanding the fundamentals of what it takes to be the “best-of-the-best” in sales and management performance.



Book Dan Norman to increase your sales. www.toptenselling.com
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