

# TOP TEN SELLING®

DAN NORMAN, SALES PERFORMANCE EXPERT,  
AUTHOR, COLUMNIST AND SPEAKER



## INCREASE YOUR SALES!

Learn the attributes and practices of the  
Top 10% of all Sales Professionals!

### DAN'S MOST POPULAR PRESENTATIONS

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

In this educational and highly entertaining presentation, Dan 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.

#### 7 Fundamentals to Improve Sales in a Tough Economy!

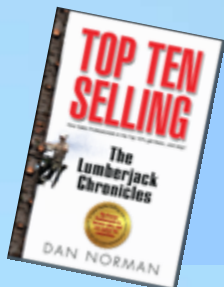
The best salespeople are still exceeding their goals and achieving success even in these tough economic times while those who are not are left wondering how the superstars are doing it. Learn how the very best exceed their goals even during tough economic times.

#### Network to Connect and Grow your Business

Networking has always been important to successful professionals, but these days it is more vital than ever. Dan's presentation provides information about connecting with your target buyers, perfecting your elevator speech, the importance of connecting first to help others and how to stay connected.

### ABOUT DAN NORMAN

Dan helps sales professionals increase their sales. He has more than 25 years of experience in Senior Sales and General Management positions with Fortune 100 companies. He has built and led large and successful sales teams for Fortune 100 companies in the US and the United Kingdom.



"The power of Dan Norman's book "Top Ten Selling" is quite simply this - if you do what this book tells you to do, you will increase your sales. Period.

- Joe Calloway, author  
"Work Like You're Showing Off"  
And "Becoming A Category of One"

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