

# HOW SALES PROFESSIONALS IN THE TOP 10% GET THERE AND STAY!



## TOP TEN SELLING®

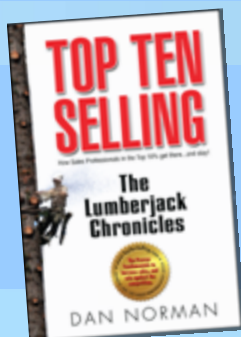
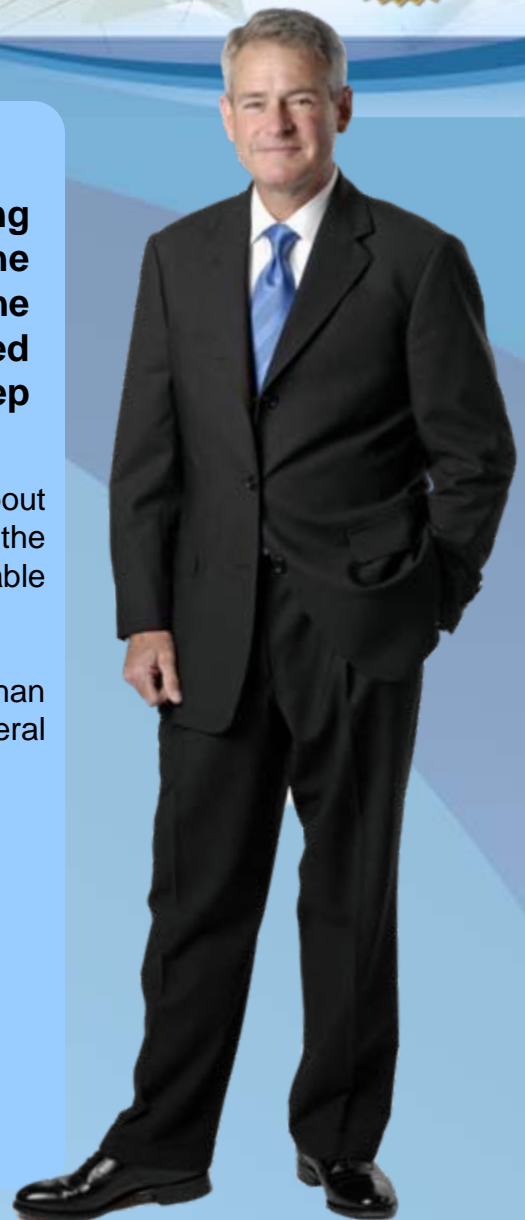
In this educational and highly entertaining presentation, Dan Norman examines the fundamental attributes and practices of the very best salespeople that have propelled them to the top of their professions and keep them there year after year.

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 Norman is a sales performance expert with more than 25 years of experience in senior sales and general management positions with Fortune **100 companies**.

### ATTRIBUTES AND PRACTICES OF THE BEST:

- Mindset
- Strong character
- Believe in what they do
- Targeted on their buyers
- Set goals and stay focused
- Strong sales skills
- Help other people



"The power of Dan Norman's *"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"

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

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