

THE NINE AND A HALF FUNDAMENTALS OF SUCCESSFUL MANAGEMENT!



TOP TEN SELLING®

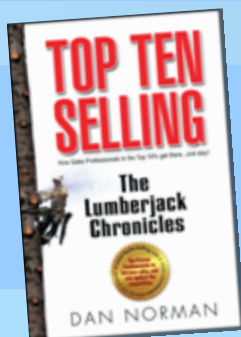
Your competition can copy every advantage that you have! Every advantage except one ... your leadership! Your personal ability to lead, inspire and manage your employees to achieve extraordinary results.

The very best managers have specific, fundamental practices which assure that they help people achieve extraordinary results. The best managers "get things done through other people" while poor ones "try to make people do things."

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

Attendees will leave having learned:

- The 9 ½ Fundamentals of Successful Management
- 7 practices to create a great workplace
- Setting objectives that will be achieved
- Getting things done through others
- Developing Top 10% performers
- How to assure improved customer satisfaction.



"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

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