

# Want a V.I.P. event?

*(that's Value, Impact, Purpose)*

## CLONING THE MILLION DOLLAR SALES REP



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OK, so you may not have a million dollar sales rep. How would you like to know the five characteristics that make your best sales representative successful? And be able to transfer those skills to the rest of your sales staff?

This presentation provides sales managers and executives the insights they need to build a winning team based on the five characteristics that bring sales success.

During the delivery of this entertaining and humorous presentation, Jeffrey shares tools to interview, hire, train, retain, and evaluate sales staff for success. It's a bottom-line program with top-line appeal.

The presentation includes key perspectives that make a difference on attitudes, positioning, inquiry, and follow-up.

### **Breakout topics & keynote customizations for:**

- *Hiring & Retention*
- *Customer Service*
- *Leadership*
- *Negotiations & Influence*
- *Sales, Telesales, Telemarketing*
- *Time & Project Management*
- *First Time Supervisor Skills*
- *Team Development & Enhancement*

### **Fee Schedule**

Keynote	1 hour
Keynote w/ session	1 + 1-3 hours

### **His most requested keynote titles are:**

- *You Make it Happen*
- *Cloning the Million Dollar Sales Rep*
- *Negotiation's Magnificent Eight*
- *Laughter is Good for the Bottom-Line*

*All programs are customized to the needs of your audience. Satisfaction is 100% guaranteed.*