

Sales Management Excellence

Two - Day Seminar

As a top sales person sooner or later you will be offered a sales management position. You'll be tempted because your new role would give you the opportunity to have a bigger impact on the company. But you'll be worried as well. You know that many sales people fail as sales managers because they can't make the transition from doing to leading. To successfully make this critical transition you should attend ***Sales Management Excellence***.

This new, two day seminar from Dale Carnegie Training®, the world leader in sales training, will show you how to assemble, motivate, and compensate a high performance sales team. It gives you the essential skills you need to get winning results with your team from your very first day as a leader.

You'll cover the essentials from recruiting to training; communication to expectation; and running sales meetings to transferring skills and coaching. More importantly, you'll develop the confidence you need to lead your sales team to exceeding top management's expectations.

Transform yourself from a sales professional into a professional **Sales Manager**. Enroll in ***Sales Management Excellence***.

Date: Thurs/Fri, July 27 - 28, 2006
Time: 8:30 am to 4:00 pm
Location: 1900 W Commercial Blvd, Ste 185
Ft Lauderdale, FL 33309

For information or to register, please call
800-273-5299 or visit
www.southflorida.dalecarnegie.com

At this seminar you will learn

- Create a clear vision for your sales team
- Create a winning culture that exceeds goals
- Set and exceed expectations
- Use the Sales Advantage® to train your team
- Transfer skills to your sales team using the 5 step process
- Run outstanding sales meetings
- Solve performance problems
- Reduce turnover
- Coach high and low performers

Who should attend:

Newly appointed sales managers, candidates for sales management positions, and veterans who want to stay abreast of the latest techniques and strategies

Dale Carnegie Instructors:

Dale Carnegie Instructors are the best available anywhere, at any cost. They are:

- Successful in Sales
- Successful in Sales Management
- Dynamic Communicators
- Highly Trained Coaches
- Capable of challenging the most experienced sales people/sales managers