



**“Build Extraordinary Performers regardless of the Market ”**



“Mastering the Process of Selling from A-Z”™ is a sales course specifically tailored for the *Telecom Industry*. Designed to help companies and their “Sales People” stand out in the market and improve their competencies for optimal performance.

This “Sales Bootcamp” is designed to eliminate mediocrity and instill *confidence* and *expertise* in your team.

*The results will speak volumes!*

**Don’t let the sun set on another bad month!**

“Mastering the Process of Selling from A-Z”™ Coming to N. Calif. . . . seats are limited providing valuable one-on-one coaching, interactive role-plays, and exercise participation. Workshop designed to immediately apply & perfect the skills required for ongoing and consistent success.

*Learn the (5) Rules to becoming a lifetime Sales Champion!*

*Special Time-Management Bonus Module “The Sales Executive’s Ideal Weekly Calendar”*

(2)day Intensive Training Session featuring;

- *Prospecting Successfully*
- *The (7) Key Ingredients to Qualifying*
- *Asking the right ROI Questions & How to establish long-term value by exceeding customer expectations*

*Course Tuition(\$299) - Mitel Marketing Funds qualified reimbursement*

**"The class went in-depth; beyond my expectations!" - [CT Communications \(now known as Windstream Technologies\)](#)**

**For More Information:**

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Email: [dhastings@tmsolutionsinc.net](mailto:dhastings@tmsolutionsinc.net)

**Dates: Dec. 3 & 4**

**Location: Hampton Inn Livermore, CA**

**Register On-Line at:**

[www.tmsolutionsinc.net](http://www.tmsolutionsinc.net)

**“We Build World Class Sales Champions”**