

AGT and Associates Inc. *Sandler Training Princeton*
Two Day Sales Mastery BootCamp

- **Need more qualified prospects?**
- **Looking to achieve more sales in 2014?**
- **Tired of wasting time with prospects who never seem to buy?**
- **Frustrated that you do too much free consulting?**

2014 Sales Planning

Topics to be Covered

**Thursday & Friday
December 12-13, 2013**

9:30am – 3:30 pm

**782 Alexander Road
Suite 214**

Princeton, NJ 08540

\$975 now thru 11/27

\$1,450 after 11/27

**Call or use the QR code
to register:**

732.789.5409



- **Dealing with Frustration in Sales**
- **Changing your Sales Attitude**
- **The Problem With Today's Selling**
- **Development of 2014 Sales Plan**
 - **Debrief of 2013 Results**
 - **Prospecting Plan for 2014**
- **People Buy from People They Like**
 - **Advanced Bonding & Rapport**
 - **How to size up your prospect**
- **Moving Beyond Features & Benefits**
- **Getting More Referrals**
- **Time Blocking/Management**
- **And more...**