

We Create Results.

Sandler Training is a global training organization with a local focus and over four decades of experience successfully partnering with businesses and individuals in a variety of industries to help them improve the effectiveness and efficiency of their sales and management processes.



Sandler is the only training methodology to utilize ongoing reinforcement training in order to produce lasting, measurable improvement.

Since real change occurs incrementally, ongoing reinforcement keeps tactics and strategies fresh and in daily use, continually strengthening new behaviors, habits, and beliefs. We champion honest, no-nonsense consultative sales and management techniques that get results while preserving the individual team member's self-respect. Our philosophy embodies a comprehensive approach to selling, the mastery of revolutionary techniques, and an entirely new attitude toward the sales and management processes. As a member of a network of more than 250 training centers in 29 countries around the globe, we can create a common culture within our clients' organizations and then establish consistent practices throughout their service and/or distribution networks.

Ask Yourself These Questions:

1. Is my sales team struggling to consistently make quota?
2. Is our sales pipeline unpredictable and clogged with too many "stuck" prospects?
3. Are margins steadily slipping due to pressure from "me too for less" competition?

Ongoing Reinforcement— The Sandler® Difference

Understanding and implementing a complex set of human attitudes, behaviors, and selling techniques is not a “quick fix” solution that can occur in a one-day seminar. Sandler Training® methodology integrates:

- proven psychological principles of behaviors, attitudes, and techniques;
- assessments validated by statistical data that identify strengths, talents and interests; and
- comprehensive training to address professional development issues that are critical to success, such as goal setting, action plans, performance evaluation and communication skills.

Sandler at a Glance

- A worldwide presence comprised of over 500 Sandler trainers located in major cities throughout the United States and the world
- 92,000+ training hours per year available on various topics around the world
- Multi-lingual and multi-cultural training capabilities through local training centers in 29 countries, with materials translated into 15 languages
- Two *Wall Street Journal* bestseller books, ***The Sandler Rules: 49 Timeless Selling Principles and How to Apply Them*** and ***Sandler Success Principles: 11 Insights that will change the way you think and sell***
- Ranked #1 in the Training category in *Entrepreneur Magazine's* “Franchise 500” nine times

Solutions & Services

Training

- Sales Training
- Sales Management Training and Coaching
- Management and Leadership Training
- Customer Service Training
- Assessments (Behavioral, Competency, and Cultural)

Delivery

- Facilitator-led training in offices across the world
- Corporate in-house training on location
- Printed materials customized and labeled for our clients
- Audio and video reinforcement
- Private label online reinforcement comprised of:
 - Weekly broadcasts on sales and leadership topics
 - Archive Library containing over 500 hours of content
 - Video streaming
 - Downloadable worksheets and support materials



Meet Your Sandler Trainer

Chuck Terry is the President of SalesGrowth MD, Inc., a licensed Sandler Training center based in Lone Tree, Colorado and serving the Greater Denver Metropolitan area as well as Southern Colorado. Chuck has over 15 years of experience in the training and development industry having led sales and management transformation efforts for numerous Fortune 500 firms as well as smaller, local companies.

Chuck possess a proven track record of success as a trainer and corporate coach, and brings added value to any company seeking sales management, coaching, sales training, consulting, and improved client retention.

In addition to his professional work in the business community Chuck is active in local civic organizations and charities. Chuck is also an accomplished public speaker working with numerous professional organizations.

You can learn more about Chuck and SalesGrowth MD, Inc. by checking out the personal and company profiles on LinkedIn or the corporate website at www.salesgrowthmd.sandler.com.

Clients of Sandler Training

Banking/Financial Services

NationsBank
AG Edwards
Alex Brown
American Chartered Bank
American Express
Arthur Andersen
Bank of America
BankOne
Broker Dealers
Centura-North Carolina
Citizens National Bank
CPA of America
Debis Financial

Insurance

Guardian Life Insurance
Nationwide Insurance
Principal Financial
Prudential

Healthcare

AmeriSource Bergen
AtlantiCare
Baxter
Conmed
Covenant Group
Crane Chempharma
Electra Medical Corporation
Elekta
Essilor
HC Pro
Henry Schein
Hill-Rom
Hoya
LCA Lasik Plus Vision Centers

Information Technology

Cap Gemini Ernst & Young
Conduit
Convergys
Harris
Hewlett Packard
Martin Marietta
Minolta Business Solutions
New Horizons
Oracle
Oracle Direct
Sage Software
Sogeti USA

Telecommunications

AT&T
Bell South
Cellular One
Qwest Communications
Sprint

Locations

Sandler training centers are located around the world. We have training centers in the following countries:

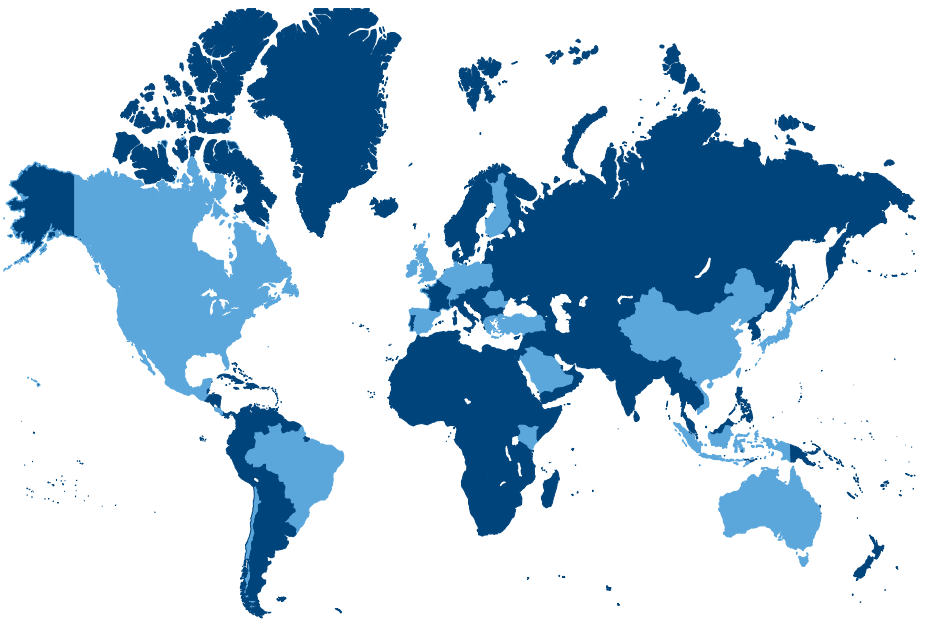
Australia	Poland
Belgium	Portugal
Brazil	Romania
Canada	Saudi Arabia
Chile	Singapore
China	Spain
Costa Rica	Switzerland
Czech Republic	Turkey
Finland	United Kingdom
Germany	United States
Greece	
Guatemala	
Hong Kong	
Indonesia	
Ireland	
Kenya	
Luxembourg	
Mexico	
Netherlands	

Contact Us

SalesGrowth MD, Inc.

Sandler Training
cterry@sandler.com
www.salesgrowthmd.sandler.com
T: 303-734-7161

Sandler Training Centers Worldwide



SalesGrowthMD.sandler.com

