

GET HELP WITH:

- Increasing Commissions
- Sales Performance
- Exceeding Quotas
- Referral Generation
- Goal Setting
- Time Management
- Territory Management
- Prospecting Skills
- Identifying Customer Needs
- Handling Customer Objections
- Closing the Sale
- Organizing Sales Leads
- Visualizing Success
- Eliciting Decision-making Strategies
- Developing Trust and Rapport
- Polishing Presentations



Jamie Chantiles, MBA
–Peak Performance Specialist–

- 18 years of top sales performance
- 5 years sales training excellence
- 25 time Salesman of the Month
- 10 time Salesman of the Quarter
- 2 time Salesman of Year
- 5 time President Club Member
- 5 time Sales Team Leader winner
- Service Excellence award winner
- Quality Council team member
- District Speech contest winner
- NLP Master Practitioner
- World Class Athlete

**PLEASE CALL US FOR
MORE INFORMATION
(858) 551-7600**

THE ART OF SELLING

“If you are not
out selling,
you are being
out sold.”

JAMCO Motivational Sales Training Classes

Are YOU selling up to your TRUE potential?

Is your sales team the BEST it can be?

Need some NEW tricks for your bag?

Are you ready to take it to the NEXT level?

Want to turn that NO into a YES?

Good selling technique is an art. The Art of Selling believes that the more skills, techniques, and options you have at your fingertips, the more sales you will achieve. We believe you should work smarter, and capitalize on your personality and skills to achieve your personal and professional goals. Investing some time with us will pay off long-term and improve your life. In the fast-paced world of sales, it is easy to become burnt-out and discouraged. The Art of Selling involves goal setting, sales training, good sales presentations, and visualizing success through positive images and recognition.

Rapport Techniques

- Calibrating • Pacing • Use of Environment

Time Management

- Planning day • Organizing • List Management

Goal Setting/Tracking

- Bar setting • Reward Management • Statistics

ABCs of Selling

- Attitude • Belief • Confidence

Breaking Out of Comfort Zones

- Using fear • Making change • Seeing results

Relaxation/Visualization Techniques

- Self-hypnosis • Positive self-talk • Picturing what you want

Complete Sales Overview

- Prospecting • Qualifying • Making appointments • Presentation skills • Handling objections • Closing the sale • Customer service

Decision Making Strategies

- Eliciting buyers strategies • Sub-modality awareness • Meta-program overview

Quotes from JAMCO Seminars

“Success is insured by Jamie’s training...his techniques for cold calling combined with presentation and closing skills serve as a fully packed sales education.”

Enrico DeLuca Sales Manager, Omnipoint

“I feel confident in acknowledging Jamie’s training and motivational methods work... and more importantly, continue to work and show results after the training is over!”

Nancy Dicks, Sales Executive, CellularOne

“Nancy’s productivity doubled... You taught her to focus on daily, weekly and monthly goals, while developing a positive & professional attitude.”

Nick DiStasi, Sales Manager, CellularOne

“I’m convinced that the enthusiasm and excitement generated by your highly interactive presentation will be put to use by those lucky to have attended”

Jordan Anderson, President, Int’l Association Sales professionals

“The workshops you have been conducting Wednesday mornings are outstanding, and I feel more prepared than ever before...”

Mike Maxwell, Account Executive, AT&T Wireless

SALES BOOSTERS

Video-taped role playing

Motivational Posters

Recognition Awards

Leadership outings

Team building exercises

