

TOP SALES TRAINING

INCREASE YOUR INCOME • STAY MOTIVATED • WORK SMARTER

UNCOVER THE SECRETS OF TOP PRODUCERS

- ✓ How to feel energized and more confident on the phone
- ✓ How to uncover client needs quickly and prevent objections from derailing the sale
- ✓ How to properly qualify prospects and shorten your sales cycle
- ✓ Closing techniques to bring clients to a quick decision and prevent unnecessary follow-up
- ✓ Tips for developing a top producer mindset to keep yourself motivated



Professional Sales and Leadership Coach Steve Lentini has more than 45 years of experience in the sales industry, filling a variety of roles. He owned both a wholesale distribution business selling B2B business supplies and a small chain of retail party stores, authored books, and led sales teams in various roles for over 45 years. He was a Sandler Sales Training licensee from 1998 until 2003 when he started his own coaching and training business. Through coaching and training for more than 20 years, he has found that his strengths are helping people overcome what holds them back and creating amazing personal and professional growth beyond what they imagined.