

Konica Minolta and Coco Training have partnered and are proud to now make available the highly successful Sales Career Training Program to you, the valued dealer.

*What's more...special pricing and sponsorship is in place meaning you do not pay the regular price of \$895...rather only **\$550 per participant**. Also, your investment has been approved for co-op through Konica Minolta Business Solutions*

www.cocotraining.com

"Developing People and Companies With a Passion"

The Sales Career Training Program

An 8 week webinar based Training Program

Program Overview

4 Class Start Dates Begin in October

Friday, **October 7th** @ 8:30 am EST
Tuesday, **October 11th** @ 10:00 am EST
Wednesday, **October 12th** @ 11:30 am EST
Monday, **October 24th** @ 8:00 am EST

4 Class Start Dates Begin in November

Thursday, **November 3rd** @ 11:00 am EST
Monday, **November 7th** @ 3:30 pm EST
Wednesday, **November 9th** @ 10:00 am EST
Monday, **November 14th** @ 9:30 am EST

Our Unique Approach...

This widely proven Program, delivered traditionally as a 3-5 day workshop has been revised to minimize time out of the field. The Sales Career Training Program is an **8 week program consisting of weekly 60-75 minute small team webinars, focused on implementation**. Includes well crafted workbooks and audio/video media for class preparation and program reinforcement. Great concepts and useful tools with 'just in time' individual 1:1 coaching sessions.



These sessions are engaging and require class participation.

They are truly a motivational experience!

Testimonials

The Sales Career Training Program allows you to invest in your people, develop a stronger company foundation, and grow much needed revenues.

Please consider those that need to develop their skills and become elite, high performers through solid fundamentals. This Program will give them all the tools to do just that. We can all agree that the right activities breed performance.

- One of the highlights of this program is that each participant will be provided with a turnkey Prospecting Program that works.

Program Benefits...

- Salesperson turnover remains high and you can't build your business model on it.
- Many dealers don't have the tools and resources in place to provide for effective salesperson development.
- This program is 'sales cycle and process centric, not product centric.
- Large focus on prospecting and securing initial appointments.

Audience...

- All new hires and tenured sales representatives that require process and needed techniques in order to grow and maintain consistency.

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The Sales Career Training Program

Normally \$895/participant now only...

\$550 per participant

Konica Minolta is proud to sponsor this program and keep in mind you can co-op your investment.

Register for the 8 week program consisting of weekly 60-75 minute small team webinars focused on implementation, well crafted workbooks with great concepts and useful tools, and “Just in Time” individual 1:1 coaching sessions.

- Dealer references available upon request.
- Simply fill out the form, fax or scan back to email larry.coco@salesoptimizer.com

Payment Method ☐ Check ☐ Credit Card (AE, Mastercard, Visa)

Credit Card Number

Credit Card Expiration Date

Credit Card CID Number:

Make checks payable to:

**Sales Optimizer, LLC,
1110 Douglas Avenue, Unit 3000
Altamonte Springs, FL 32714**

Company Name

Company Phone Number

Company Address

City, State, Zip

Buyers Signature/Title

DSM Name

Buyers Name/Title (Please Print)

Buyers Email Address

Participants Name/Title

Participants Email Address

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