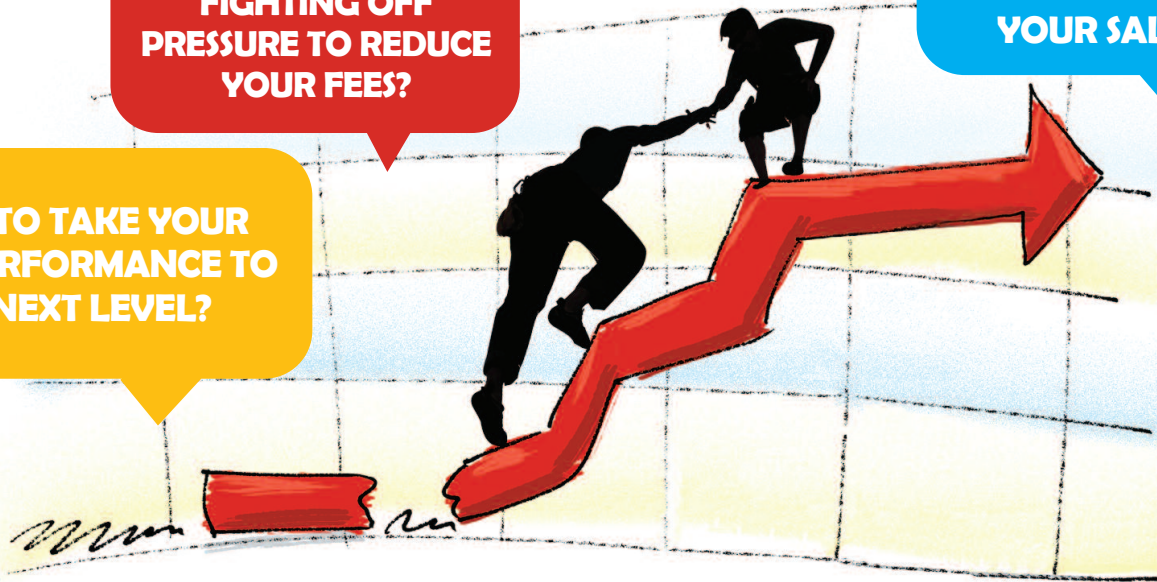


**ARE YOU  
CONSTANTLY  
FIGHTING OFF  
PRESSURE TO REDUCE  
YOUR FEES?**

**WORKING HARD, BUT STILL  
FALLING SHORT OF  
YOUR SALES GOALS?**

**WANT TO TAKE YOUR  
SALES PERFORMANCE TO  
THE NEXT LEVEL?**



# ONE-DAY INTENSIVE SALES TRAINING PROGRAM

HOSTED BY SANDLER TRAINING\*

## REGISTER TODAY!

Contact Stephanie at  
201.457.1670 ext. 123

For more information  
on the program, contact  
Mitch Schaefer.

Phone: 201.444.5800

E-mail: [mshaefers@sandler.com](mailto:mshaefers@sandler.com)

Or visit: [www.mschaefers.sandler.com](http://www.mschaefers.sandler.com)



An Affiliate of the  
**CANCER SUPPORT COMMUNITY**  
A Global Network of Education and Hope

## WHAT YOU WILL LEARN:

- A proven sales method that will increase your sales productivity and shorten your selling cycle.
- An in-depth understanding of the DISC communication model, and how it can help improve your communication and sales skills.  
**BONUS:** Each participant will receive a personalized DISC assessment.
- New strategies to help you discover why a prospect/client buys from you and what you should know, before making your presentation.
- How to book more appointments, have a strong finish to your 4th quarter and ramp up for the New Year!

## WHO SHOULD ATTEND:

Business Owners, Company Presidents, Senior Sales Executives,  
Principals/Partners of Professional Service Firms

<b>DATE:</b>	Friday, October 29, 2010
<b>TIME:</b>	8:30am – 4:00pm
<b>LOCATION:</b>	Gilda's Club Northern NJ 575 Main Street, Hackensack, NJ
<b>DONATION:</b>	\$595**

**ALL PROCEEDS DONATED TO GILDA'S CLUB NNJ!**

\*This program is being sponsored by Mitch Schaefer, Principal, Sandler Training located in Hackensack, NJ.

\*\* \$500 of your registration fee will go directly to Gilda's Club Northern NJ, a charitable 501(c)(3) organization.