

YOUR FUTURE BEGINS NOW

ACHIEVE MAXIMUM SALES PERFORMANCE!



"Selling From the Inside Out gave me insight into the buyer's perspective and how to approach difficult situations. It was invaluable to sit in class with several marketing buyers and exchange thoughts and ideas with them."

— Katie Petermann, WPMT Fox43

"Selling From The Inside Out was a worthwhile investment for our company. It taught our sales team valuable principles on developing strong sales skills and building successful business relationships. I would strongly recommend and encourage anyone who wants to improve their sales techniques and reach their sales potential to invest in this program."

— Dale Leaman, QCCL

Selling From The Inside Out is a Values-Driven Solutions based sales training program that equips you and your sales team to build relationships, stay a step ahead of your competition and achieve sales performance like never before.

Throughout this 7-week program, we comprehensively examine and reinforce the following:

- The Sales Process
- Sales Leadership & Management
- Goal Setting & Achievement
- Converting Prospects Into Customers
- Relationship Development & Needs Analysis
- Selling Different People Differently (D-i-S-C)
- Completing the Sales Process

During each exciting and dynamic 3-hour module, we employ interactive learning techniques that actively engage you for your maximum learning and skill development.

We invite you to join our diverse group of energetic sales professionals

Thursday Mornings

**February 17, 24, March 3, 10, 17, 31
and Wednesday, March 23, 2011**

7:30 a.m. - 10:30 a.m.

7:00 - 7:30 Breakfast Available

**Homewood Suites by Hilton Lancaster
200 Granite Run Drive, Lancaster, PA**

Cost is \$895 per participant.

To reserve your seat, contact Dot Milliken
at: dot@lauraschanz.com
or by phone at: 717-390-9950



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