



711 West Gordon Terrace, Suite 106 . Chicago, Illinois 60613 Phone: 773.755.1306 Fax: 773.442.0840  
www.toddnatenberg.com e-mail todd@toddnatenberg.com

### **SKYROCKETING SALES!!!!!!!!!!!!**

#### **What TBN SALES SOLUTIONS Can Do For You**

*“Customers do not care how much you know until they know how much you care. Sell how you want to buy.”*

**TBN Sales Solutions** increase commissions for salespeople and prosperity for businesses through customized training and consulting. We establish structures and procedures in all facets of the sales process, through workshops and one on one programs to teach clients to control their own destiny to impact the bottom line.

TBN Programs range from 5-days to ½ days:

- *“How to Double Your Productivity in ½ the Time” (goal setting and time management)*
- *“How to Double Your Prospects in ½ the Time (prospecting)*
- *“Why Won’t They Call Me Back?” (initial benefit statement)*
- *“How to Double Your Sales in ½ the Time (running appointments)*
- *“How to Seize a Buying Opportunity” (objection handling)*
- *“How to Skyrocket Others’ sales; How they will Skyrocket Yours” (networking)*
- *“How to Triple Your Sales Without Hiring a Soul (referrals)*
- *“The Togetherness of Team Building” (includes personality profiles)*
- *“The Lure of Leadership” (leadership)*

(all programs are available as teleseminars and keynotes)

In addition, TBN develops customized sales tools and provides consultative services in the following areas:

- *“I just got a job in sales! Now what?” (one on one sales course: live and home study)*
- *“Perfecting Your Playbook” (Written Assessments/Recommendations)*
- *“Walk the walk” (Ridealongs)*
- *“Keep the Funnel Full” (maintenance)*

#### **ALL TBN Services include:**

- Copies of “I just got a job in sales! Now what?” book by Todd
- FREE monthly subscription to Skyrocketing Sales Solutions! (Todd’s newsletter)
- FREE advertisement on [www.IJustGotAJobInSales.com](http://www.IJustGotAJobInSales.com)
- FREE access to Todd’s network (#’s some 10,000 contacts)

For more information on **TBN Sales Solutions**, please call Todd Natenberg, president, at (773) 755-1306. He also can be reached on e-mail at [todd@toddnatenberg.com](mailto:todd@toddnatenberg.com). Please visit [www.toddnatenberg.com](http://www.toddnatenberg.com) for more information.



711 West Gordon Terrace, Suite 106 . Chicago, Illinois 60613 Phone: 773.755.1306 Fax: 773.442.0840  
www.toddnatenberg.com e-mail todd@toddnatenberg.com

### WHAT THEY SAY ABOUT TBN SALES SOLUTIONS

*"For me, the biggest thing I got from your course is the time management. I see my kids now more than I have -in a while because I've made the decision that that's important. **I have had 80% more free time. If you were to put a value on time, I have gained thousands of dollars from taking your course. If you want to put a price on time, I'm a much wealthier man today as a result of your sales training.**"*

--David Swierczynski, Marketing Strategist with RE/MAX Showcase

*"I am writing to offer my sincere thanks for your great seminar and terrific one-on-one follow up. You delivered on all your promises. When we first met, you said you could customize the sales process for my staff. My staff is great, but they cringed to think of themselves as working in sales. But you changed that. You made the material fun, easy to understand, and best of all, relevant to their particular daily working environment.*

***After your workshop, every participant reported an increase in the total number of prospect contacts (increases from 100% to 600%) and more importantly their total sales numbers increased as well. The average employee doubled their daily sales volume."***

--Walter Miller, President, Tyler Wellness

***"In 3 short months, I can say my commissions have increased about 15% and weekly activity has increased 20%.***

--Eric Marzinke, Financial Planner, AXA Advisors

*As a direct result all of our marketing materials are dramatically improved. In short, the new tools that you have provided us **with will empower us to least double last year's numbers and probably triple them!** I am equally certain that with out your assistance this would not be possible."*

--Paul Baraz, President, The Art Of Construction Co.

***Since we have begun working with Todd, we have seen a marked improvement in both our prospecting and sales activity. In the past few months our overall sales have jumped 15% with no signs of slowing down."***

--Russell Zielezinski, Vice President of Sales, Advanced Telecommunications of Illinois

***"In the six weeks following your training, we had an increase of between 15 and 20% in the sheer number of proposals that went out the door."***

--Harry Dykeman, Vice President of Sales, JDM Infrastructure



711 West Gordon Terrace, Suite 106 . Chicago, Illinois 60613 Phone: 773.755.1306 Fax: 773.442.0840  
www.toddnatenberg.com e-mail todd@toddnatenberg.com

**TODD NATENBERG CLIENTS include:**

Sales Training

5 Star Expo  
Actualization Enterprises  
Advantage Payroll  
Advanced Telecommunications of Illinois  
AFLAC  
Allied Computer Training Systems  
Alpha Epsilon Pi fraternity  
Anthony Robbins and Associates  
Art of Construction  
Aurora University Sales Institute  
Book Stall  
Breakfast Network Club  
Century 21 Cuneo and Halsey  
Chicagoland Chamber of Commerce  
CyberSearch  
Des Plaines Chamber of Commerce  
Edgebrook Shauganash Chamber of Commerce  
E-Chx, Inc.  
Free Rain Systems  
Glenhill Graphics  
Ibart  
Illinois Credit Union League  
JDM Infrastructure  
Motivation Show  
Realtor Association of Northwest Chicagoland  
Northwest Suburban Alliance of Commerce and Industry  
Nova Libra, Inc.  
Paychex Payroll Service  
Qwest Communications  
Relcon Apt. Finders  
Re/Max Showcase  
Ryze Networking Group  
Sales and Marketing Executives/Akron Ohio  
Self Improvement Online.com  
Shared Vision Network  
Shorewood Properties  
The Incentive Group  
Transitions Bookstore  
Tyler Wellness  
Wadsworth Pumps  
Windy City Fieldhouse



711 West Gordon Terrace, Suite 106 . Chicago, Illinois 60613 Phone: 773.755.1306 Fax: 773.442.0840  
www.toddnatenberg.com e-mail todd@toddnatenberg.com

**TODD NATENBERG CLIENTS include (cont'd)**

One on One Sales Consulting

2229 Design  
American Mortgage Werks  
ANG Mortgage  
AXA Advisors  
CA Hanck Graphics  
Chervenik Realty  
Coldwell Banker  
Compass Mortgage  
Czarnowski Trade Show Exhibits  
Dunham Development Group  
Evergreen Financial Partners  
Hunter Lending  
Lakeside Food Sales  
Lisa Kemp  
Luzazul Designs  
M and M The Special Events Company  
Marketunities  
Maverick Mortgage  
Merchandiser Solutions  
Personality Specialists  
Possibilities Radio with Dr. Mike Davison/KFNX Radio  
Prepaid Legal Services  
Quixtar.com  
Re/Max Showcase  
Solutions Funding  
Technacity, LLC  
Trahan and Associates  
Wellington 401K