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"I just got a job in sales! Now what?"
A Playbook for Skyrocketing Your Commissions

By Todd Natenberg

"This powerful, practical, fast-moving book gives you a series of proven techniques you can use to get your sales career off to a fast start."

-Brian Tracy, Author, Turbo Strategy

"Not only is this a must read for new salespeople, it's a terrific solution for an experienced salesperson in a slump who needs to get back to basics."

-Roger Dawson, Author, Secrets of Power Negotiating

Succeeding in sales comes down to one word: Process. It's about having a plan, dissecting that plan and executing that plan.

"I just got a job in sales! Now what?" establishes a 10-step methodology that will work for you- from the first day on your job to the day you receive your top commissions check. To succeed you will learn to: 1. Set Goals, 2. Schedule, 3. State Your Initial Benefit, 4. Prospect, 5. Obtain Referrals, 6. Build the Business Case, 7. Follow-up, 8. Overcome Objections, 9. Network, 10. Professional Development

Unlike other sales book, *"I just got a job in sales! Now what?"* is told from the viewpoint of a practicing professional salesperson- Todd Natenberg, President, TBN Sales Solutions. A former top sales manager, sales trainer, and top salesperson in telecommunications and photocopiers for 10 years, Todd has experience the ups and downs of sales- and of life. Prior to sales, he was a newspaper reporter for 5 years. Todd's impressive resume includes top stint as LCI International, AT&T, Teligent, and Canon.

From what to say to how to say it, and when to say it, *"I just got a job in sales! Now what?"* will become your ultimate playbook. It will teach you, "If the prospect does this do that. If they react this way, react that way.

Specific templates, scripts and valuable selling tools are all in this book. Revolutionary ideas on how to leave complete voice mail message and sending agenda before all meetings- first appointment, second appointment, and even networking meetings are presented.

"Customers do not care how much you know, until they know how much you care. Sell how you want to buy," says Todd.

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TBN Sales Solutions increases commissions for salespeople and profits for businesses through customized training, and consulting. We establish structures and procedures in all facets of the sales process, through workshops and individual one on one sales education, to teach reps to control their own destiny, to impact the bottom line.

Call Todd at (773) 755-1306 or e-mail todd@toddnatenberg.com. Visit www.ijustgotajobinsales.com for more information.