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What they say about:

"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***

"If you just got a job in sales, then you just better buy this book. Rather than 'just got a job,' you'll 'just make some sales.' This book informs, inspires, and presents practical real-world information that converts sales goals to sales contracts."- **Jeffrey Gitomer, Author, *The Sales Bible***

"Awesome! Todd's playbook is more than theory -- it contains a wealth of valuable, practical ideas. Told from the perspective of someone who has learned the job inside and out, his book should be required reading for anyone starting out in the field of sales." - **Stephan Schiffman, Author and President of DEI Management Group**

"The perfect resource for any sales professional Don't Read it...USE IT! Todd's energy is to the Top, as is his knowledge on Sales"- **Anthony Parinello, Author, *Selling to VITO and Getting the Second Appointment***

"There are many books available on Selling and Sales Skills, but not many that stand out from the crowd. Occasionally, a new book comes along that combines excellent ideas, tools and a detailed system to implement them. Todd Natenberg's new book "*I just got a job in sales! Now what?" A Playbook for Skyrocketing Your Commissions*" does all that. If you are ready to improve your business and increase your sales, Todd's book is the place to start. Please read the details about his book below."- **David and Michelle Riklan, Editors, *Selling and Sales Skills Newsletter, Selfgrowth.com***

"This book should be the first book given to everyone considering a sales career. There is nothing like it. It is tremendous."-**Charles "T" Jones, Author of *Life is Tremendous***

"Read this book so you will turbo charge your career in sales. Todd and I believe in the fundamentals and this book is for anyone who wants to be successful in the greatest profession on earth -sales! - **Omar Periu, CEO, Omar Periu International, Author of *Investigative Selling & From Management to Leadership***

"It was great information. It delivered the straight, to the point, back to grassroots selling, back to the basics. It's the stuff we tend to forget about. You take the person and put them right back to the ABCs. For a person who has never done sales, it's a great place to start. It gives you a step by step process from to achieve the results you are after." -**Alan Brown, CEO, Anthony Robbins and Associates**

"This book is a must read for anyone entering the profession of sales. In fact, as a fellow sales trainer and author I found new tips and techniques in this book that are helpful even for a seasoned professional. I especially liked Todd's 'PAL' technique for communicating to suspects, prospects and customers. I found this book also to be very useful for organizing my day, week and month. Truly, if you follow what is in this book you will increase your sales! -**Todd Bermont, Author of *Cognitive Selling***

"Since I read your book, my closed sales numbers went up 40! It tuned me up enough to call back people I previously worked with and didn't sell. In the past, I would not have called these people. I followed up as a result of your book. What it amounted to is 'I just got a job in sales. Now what?' made the difference. Your system works!" -**Bob Mallette, Account Executive, BFI Waste Services**

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.

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