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Todd Natenberg, President of TBN Sales Solutions, increases commissions for salespeople and prosperity for businesses through customized training and consulting. He establishes structures and procedures in all facets of the sales processes, through workshops and one on one programs, to teach clients to control their own destiny, to impact the bottom line.

Prior to the formation of TBNSS, Todd was a sales manager and regional sales trainer for Teligent, Inc. in Chicago, which offered local, long distance and data services nationwide. Previously, he was a top salesperson for LCI International, AT&T, USN Communications and Canon, where he sold copiers.

His book, *"I just got a job in sales. Now what?" A Playbook for Skyrocketing Your Commissions*, has been endorsed by notable experts including Brian Tracy, Roger Dawson, Stephan Schiffman, Jeffrey Gitomer and Tony Parinello.

Todd also recently produced, "How to Double Your Sales in ½ the Time: Sell how you want to buy," a home study course that includes a 10-hour interactive cd series.

A former newspaper reporter, he is the publisher and editor of "Skyrocketing Sales Solutions," a monthly e-zine reaching some 6,000 readers and writes a monthly column in *Selling!* Magazine.

PROFESSIONAL EXPERIENCE

TELIGENT, INC.
Regional Sales Trainer/Sales Manager

USN COMMUNICATIONS
Sr. Sales Rep/Certified Tutor

AT&T
Voice Services Specialist

LCI INTERNATIONAL
Account Executive I/Account Executive II

CANON/AMBASSADOR OFFICE EQUIPMENT
Sales Rep

CHERNIN'S SHOES
Sales Rep

THE ARIZONA REPUBLIC
Phoenix, AZ
Pulliam Fellowship/State Government Reporter

DAILY HERALD
Arlington Heights, IL
City Government Reporter

PROFESSIONAL ORGANIZATIONS

Junior Achievement volunteer instructor
Society of Professional Journalists
Chicago Election Judge
Former Chicago Big Brother
Former Arlington Heights Youth Commissioner

PHILOSOPHY

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