



Is your sales team  
exceeding  
their goals?

“Give us your sales reps for two days and we’ll give them tools to produce results in 30 days. Our fast-moving, interactive workshops are designed to get your sales team off to a solid start and keep them producing superior results.”

– Bonnie Cox, Founder, Power Training Institute



Power Training  
Institute

*Building Tomorrow's Business Leaders Today*

power sales  
training program

Through Power Training Institute's Power Sales Training Program, you can—

Build trust and rapport.

Sell against price competition.

Increase sales volume.

**Every company wants a faster, more efficient, less costly sales process.** Do your sales reps need proven techniques and strategies to be more productive and increase closing rates? Our Sales Training Program will fully equip your sales reps to:

- Develop a consultative approach to selling
- Effectively manage their time and territory.
- Think like a strategic business partner.

### Interactive two-day training workshop

**Our high-energy training programs are custom-designed** to address your organization's specific issues and corporate culture. Sample sessions include:

- Communication Skills for Sales Reps
- Developing Leads, Prospects, and Targets
- Qualifying Through Assessing Needs
  - Selling to Different Personalities
  - Overcoming Objections
  - Closing the Sale

### Call today!

**Are you ready to jump start your sales program?** We'll work with you to define your goals and customize a training program with hands-on role plays and personal action plans to ensure immediate application of the skills they learn. We can come to your office or hold the training in a convenient off-site location.

**866.456.TRAIN** (8724)

Ask us about our other customized Professional Development Programs.

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“PTI training was the jump-start our sales department needed to begin pushing our annual sales goals. Our salespeople raved about your program, your topics, about you—and so far have had great results implementing the techniques and strategies they learned at your workshop.”

– Vanguard Printing



### Added benefits

- Hands-on role plays & case studies
- Certificates of Completion
- Personal Action Plan to ensure learning transfer
- College CEU Credits may be available



### Your Trainer, Bonnie Cox

- Founder and professional development trainer, Power Training Institute
- Corporate facilitator, professional trainer, motivational speaker
- Human resources professional with more than 20 years of experience in management coaching, employment law, training and development, and sales management



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