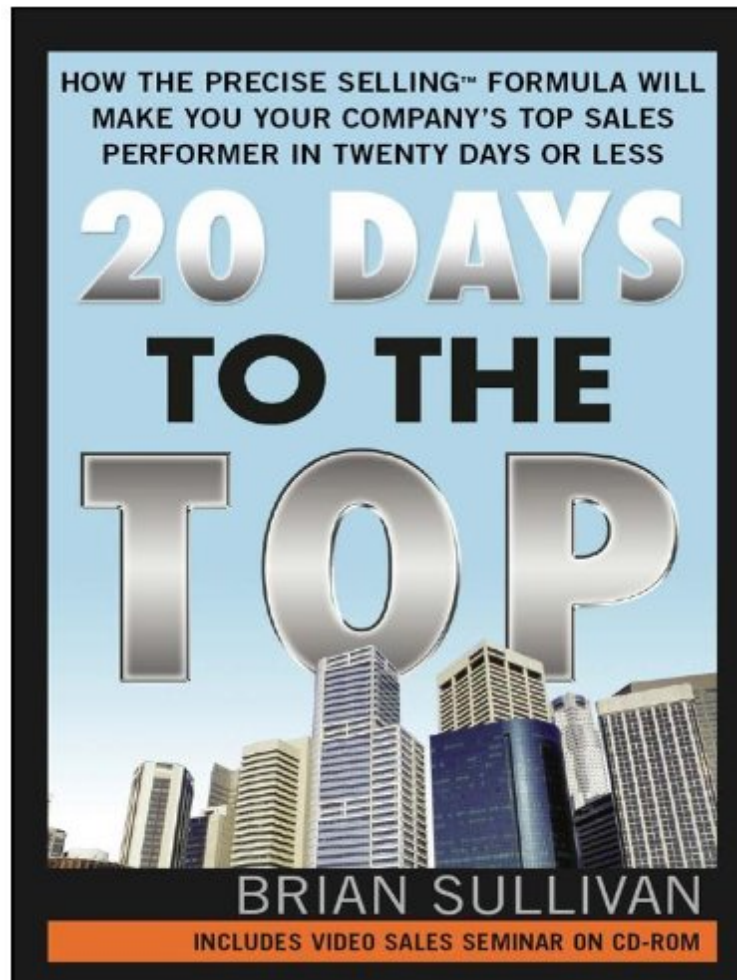


20 Days to the Top

Brian Sullivan

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ldquo;I've been selling the same basic product to the same customers for over 10 years. I watched your video and it

turned my thinking upside down!...And guess what?? I WAS my company's Top Sales Performer!rdquo; --Linda Jamison, National Account Manager, Time Warner Book GroupBrian Sullivan is an award-winning salesperson and one of the most prominent and sought-after sales and leadership trainers. His high-energy, no-nonsense, interactive seminars on the PRECISE Selling Formula have become one of the hottest training courses in sales. Based around the notion that you should ldquo;Say less...while selling more,rdquo; Sullivan teaches salespeople how to execute the PRECISE Selling Formula in just 20 days. They'll also learn how to:--Lead their company in sales--Be stupid to make stupid big money--Create a posture that attracts customers--Evaluate sales performance after every call

"I've been selling the same basic product to the same customers for over 10 years. I watched your video and it turned my thinking upside down!...And guess what?? I WAS my company's Top Sales Performer!"About the AuthorBrian Sullivan was awarded Welch Allyn Inc.'s President's Cup in 1996, recognizing the company's top performance in attitude, aptitude and performance. Brian's PRECISE Selling techniques have since been taught in North America, South America and Europe, and have been published in leading sales trade publications. He lives in Missouri. Visit www.preciseselling.com.