

Dave Fellman's

PRINTING SALES CLINIC

8 Hours Of Printing Sales Training on 8 CD's



- Disc 1: Prospecting in the 21st Century
- Disc 2: Time Management and Organization
- Disc 3: Questioning Skills
- Disc 4: Preparing and Presenting Your Proposal
- Disc 5: Overcoming Price Objections
- Disc 6: Get All The Value From Every Customer
- Disc 7: The Marketing Side Of Selling
- Disc 8: Goalsetting & Achievement

For rookies or veterans, this program presents solid fundamental skills and a proven approach to printing sales in the 21st Century!

Your Price

\$269⁰⁰

including shipping

Live, 2-day presentations of the Printing Sales Clinic will continue to be offered around the country. Visit www.davefellman.com to see the current schedule. What's the difference between that program and this recorded version? The 2-day program (tuition \$495) includes numerous role-play and writing exercises, but other than that, all of the material presented in that program is on this audio version, which was itself recorded from a live presentation.

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