

## Presents, “In the Trenches with Dee Hastings”™



**Imagine a bright and compelling future , believe in it, and put some action behind it!**

Specifically tailored to the *Telecom Industry*. Developed to offer solution providers a valuable training resource that fits into any budget and schedule.

Give your “Sales Representatives” the tools to stand out in the market, increase their competencies and eliminate mediocrity.

This series focuses on the everyday sales skills necessary for top performance and building long-term business relationships.

*The results will produce volumes!*

“In the Trenches with Dee Hastings”™ this on-line class series is delivered using a mix of powerful exercises and one-on-one coaching, designed for immediate field application. Classes offered in (1.5) hour sessions;

**“How to Cultivate New Business regardless of the economy”**

**“Working effectively with Executive Level Decision makers”**

**“Why the Customer Needs Assessment step RULES the sales process”**

**“How Qualifying with Proficiency can increase your closing ratio exponentially”**

**Mitel Special rate \$89** per session, save \$20 per session when you sign up for (3) or more. (*Register on-line*)

Private (1) hour sessions available at \$99 per hour, (2) hour sessions \$159 call to schedule. 866-867-6588

*“I found Dee’s class extremely worthwhile and highly recommend it” - Brenda Leavy, Sales Professional—E-Z Tel*

For More Information:

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For dates & class schedule & to register go to:

[www.tmsolutionsinc.net](http://www.tmsolutionsinc.net)

*“We Build World Class Sales Champions”*