



*“Things do come to those who wait, but only the things left by those who hustle.” So get on the FASTRACK...*

**TYE MANER’S FASTRACK SALES CAMP – MARCH 8-12, 2010**

**Three Training Programs:**

- **Essential Selling Skills Training** – Explore the importance of each step in the sales process and the danger of ignoring any part of it.
- **Effective Account Marketing Training**- Learn how to get to the decision-maker. Shorten the sales cycle and improve profit margins.
- **Effective Presentation Skills Training** – Observe and practice the skills that are necessary to enhance your overall presentation.

**What you will learn:**

- Proven techniques to find more sales opportunities
- Time and territory management
- The five steps of the sale
- The importance of starting at the top
- Finding key data and information on top-level executives
- How to identify the key individuals in an organization
- Successful e-mail, letter writing and telephone techniques
- How to develop your “30-second commercial”
- The role of the gatekeeper and how to win them over
- How to ensure successful meetings with key individuals
- How to identify customer needs to increase sales and improve margins
- How to organize your message to focus on your customer’s needs
- Successful closing techniques and ways to win the sale

**March 8-11, 2010**  
8 am - 5 pm

**March 12, 2010**  
8 am - 12 pm

*Embassy Suites  
Tampa – Brandon  
  
Tampa, Florida*

**PRE-REGISTRATION  
REQUIRED**

**Call now!  
(888) 605-1040**

**or Fax form to (813) 672-1090**

**Space is limited!!**

## FASTRACKERS



### ***Fastrack Package Special - \$2095***

- Four-and-a-half days (4 ½ days) of training
- 2 meals each day (Monday-Thursday) (1 on Friday)
- Workbook and Materials
- Certificate of Completion
- “SalesMax” Sales Development Assessment (\$275 Value)
- On-going coaching for 30 days via conference call
- Copy of Tye Maner’s Book - *Forget Patience. Let’s Sell Something!*
- Participants are responsible for their own transportation (airfare and taxi to and from airport) and lodging from Sunday – Thursday night.

### **About Tye Maner**

Tye Maner has an extensive background of over 28 years in the sales training and management arena in several capacities. He worked with Lanier Worldwide for 10 years where he held several sales and management positions. He started as a Sales Representative, and won a multitude of sales awards. Because of his consistent track record and teachable method, Tye was promoted to one of three National Sales Trainer positions with Lanier. He was responsible for developing and facilitating training programs to Lanier’s direct sales force and their dealer sales force with a combined total of 1600 salespersons. He was later promoted to District Sales Manager and successfully managed a sales staff in one of Lanier’s most challenging markets. Tye later accepted the position of Regional Personnel Development Manager in which he was responsible for recruiting, educating and motivating Lanier’s sales force in their Southeast region.

He is now President of Tye Maner Group and works with organizations of all types and sizes to assist in developing their people.

Tye’s unique ability to educate and motivate has assisted over 450 office furniture dealerships in improving their profitability by enhancing the performance of their sales team.

#### *Tye Maner’s Fastrack Sales Camp Registration Form*

Name \_\_\_\_\_ Phone \_\_\_\_\_

Company \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Credit Card (circle one) American Express          MasterCard          Visa

Card number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

Return to: Tye Maner Group  
9360 Balm Riverview Road  
Riverview, FL 33569

Registration Fee:  
\$2,095

**No refunds. Payment must be received prior to sales camp.**

**Call: (888) 605-1040 or Fax: (813) 672-1090**