

# ORGANIZING FOR SALES SUCCESS

## *How can your sales team boost their numbers to exceed your goals?*

Whether you are looking to exceed your goals or just get your team's numbers up to par, this program is loaded with proven tips that your sales force will use the same day. Eve Abbott, the Organizer Extraordinaire will show participants how to get organized in a way that optimizes their sales success results: one prospect or customer at a time.

### **Join the Organizer Extraordinaire for a Sales Performance Tune Up:**

- Use the FOUR Ps in your sales cycle to guarantee better results:  
Prospects ⇒ Process ⇒ Problems ⇒ Profits
- Master e-mail tips that will *save you an hour a day*, so you can invest more time on keeping your prospects, customers (and boss!) happy.
- Discover your clients brain-style (Visual, Auditory & Kinetic) and get a real edge up and over your competition's sales communications.

**Ms. Abbott's clients range from S. C. Johnson & Son, Inc. to Hewlett Packard and include Symantec's World Wide Sales Conference and Sabre/American Airlines Sales Convention as well as countless sales professionals.**

*"I was spending a minimum of ten to fifteen hours a week in my office, meaning I could only do a maximum of ten client appointments and had barely any free time. Now, I spend less than one hour a day in the office, which immediately increased my sales appointments to at least fifteen a week!"*

**Mark Fujiwara, Northwestern Mutual, San**

**Francisco**

**Contact us when you are ready for each salesperson to put 20 hours more each month into selling: without spending more on technology or working longer days!**



### **About Eve Abbott, Author, Speaker & Consultant**

Since 1988, Eve Abbott has been the only consultant developing brain-based productivity systems for executives, managers and business owners so their teams can work at least 25% more effectively through her lively programs and hands-on consultations.

Ms. Abbott is the author of, *How to Do Space Age Work with a Stone Age Brain™* (2005). She has degrees in Sociology and Psychology from the University of California and holds a Lifetime Adult Teaching Credential. The Organizer

Extraordinaire is a popular guest on TV and Radio and appears in Home Office Computing and Working Women magazines, and The New York Times.