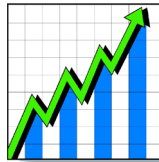
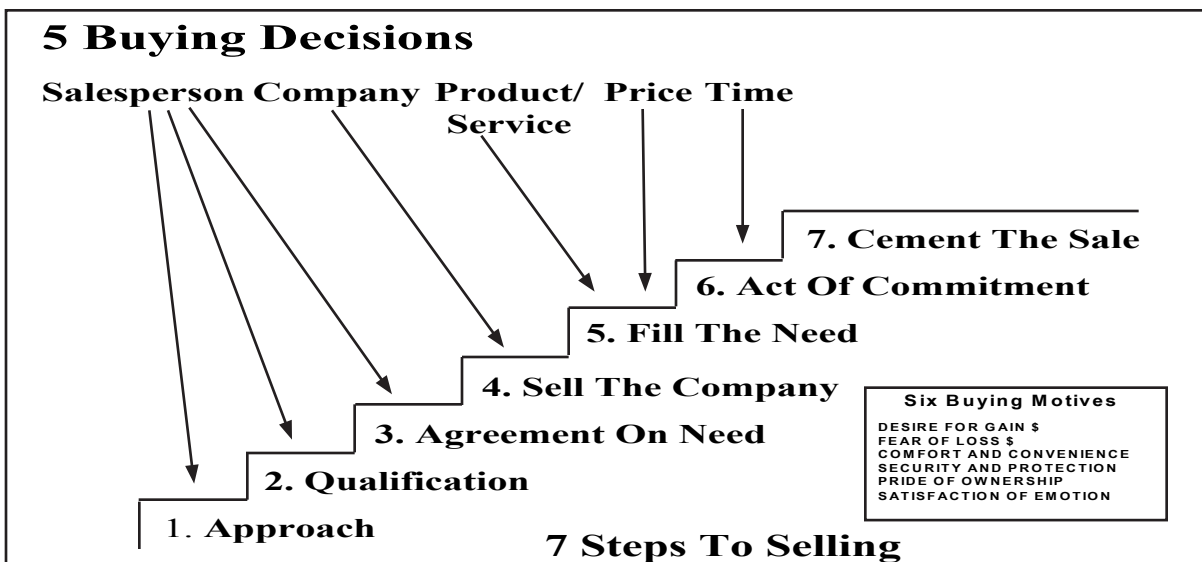


# DRIVE GROWTH



with a **"Sure-Fire"** Sales Process

## Learn the Track Selling System™



Presented by Jason Kleid and Chart Inc.

The Track Selling System™ is a professional step-by-step sales process that has been proven in the field by more than 150,000 participants. The Track Selling System Workshop is an interactive program that includes role-play, lecture, class exercises, and development of real life sales plans to be used in the field. There is opportunity for participants to have individual attention and personal consultations with our professional sales trainer.

### Some subjects of the Track Selling System Workshop are:

- The attributes of a professional salesperson
- Exploration of "why people buy" and "how people buy"
- Examination of the five decisions that must be made by a customer prior to the decision to buy, followed by an examination of the techniques that a company representative must use to prompt the decisions to be made
- How to motivate the customer to want to hear the company representative's presentation
- A structured approach to communication assures their ability to stay on track
- Understanding that the customer's needs mean more sales
- How to maximize communication
- A simple, low pressure, yet persuasive method to gaining an act of commitment
- Positive and effective method of handling objections
- Building relationships to build sales

### Who should attend:

- Sales Managers
- Sales Representatives
- Support staff that has prospect and/or customer contact
- Individuals who are considering selling as a career
- Customer Service staff who have opportunities to sell additional services



Innovation. Experience. Performance.®

## The Instructor



Jason Kleid has owned and operated three companies since 1971. His extensive background in sales, training and coaching enables him to relate and help sales people and management overcome the challenges of selling in today's price driven environment. He has been published in trade magazines and is a public speaker, sales strategist and coach. What he teaches is best practice concepts, principles and techniques; based on the science of selling.

The Track Selling System™ Workshop is based on the work of Mr. Roy Chitwood of Max Sacks International, and Jason is a certified instructor in the Track Selling System. He is also a Certified Professional Behavioral Analyst and a Certified Professional Values Analyst.

Jason has worked with Chart Inc. since 2000, training our own people, working with our distributors across the U.S., Asia and Europe, and developing sales tools which are helping those who use those tools to successfully sell in a competitive market.

### Contact Information

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