



The _____ Sales Training Program was successfully launched this month in Muscatine, following the recent release of the _____ Distance Learning Series CD. The first seminar session was conducted June 14 –18.

The seminar is the second phase of the new sales training program and a continuation of the DDLS CD training program.

Session topics including the _____ product line, batteries, leasing, marketing, order process and service were presented.



The seminar included classroom workshops....



...and several hands on product sessions.

The next seminar is scheduled for August 23-27. Class sizes are strictly limited, but openings are still available.

Participant Feedback

“After a training seminar like this one, each sales attempt should have a greater success ratio.”

“...the product instruction was thorough in detail...”

“The leasing session was aggressive and concise.”

“...the service was explained simply enough for a salesman to understand.”

“The computer segment was into the future!”

“...by far the best training seminar we have ever attended.”