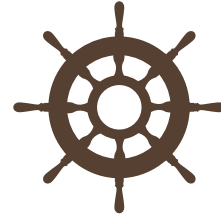


THE ELEMENTS OF SALES



KEYNOTES

WORKSHOPS

TRAINING

COACHING

by

**TROY
HARRISON**

The Sales Navigator

WWW.TROYHARRISON.COM

SALES MANAGEMENT PROGRAMS:

Smart Sales Hiring - You Can't Get the Right Results with the Wrong People: This program will give you the tools, techniques, and processes that Troy used to generate an 80% win rate in hiring salespeople!

Managing Engaged Salespeople: This program shows how to engage salespeople from the start, keep them that way, and re-engage disengaged salespeople.

I Just Hired a Salesperson – Now What? In this program, Troy will teach how to build an on-boarding program that works and monitor your salesperson's progress.

PROFESSIONAL SELLING SKILLS PROGRAMS:

Stick Your Phone in the Freezer; How to fall in love with cold calling and other ways to prospect! In this program Troy mixes data driven tele-prospecting, social media, and other techniques to build an integrated prospect generation system that works in today's world.

Make Your Net Work: This program will teach how to optimize face to face networking and use social media to maximize your face to face relationships.

Storyselling, Parts One, Two, and Three: To Thine Own Self Be True, Take the Money and Run, and Your Hero's Journey: Using story as a way to connect, engage, and sell your customers will greatly increase your sales funnel, and this three-program series will teach you how.



STRONGER TEAMS

BETTER LEADS

HIGHER RETENTION

MORE PROFIT

Results With

**TROY
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The Sales Navigator

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Troy cut his teeth selling cars. After successful stints in publications, industrial sales, and plastics, he found his calling becoming a Sales Manager then a VP of Sales. He discovered a love of teaching, coaching, and developing sales teams for growth and success, leading him to embrace his entrepreneurial side with the launch of *The Sales Navigator* in 2004. Since then Mr. Harrison has written and published two books, "Sell Like You Mean It!" and "The Pocket Sales Manager."

Troy and his wife, April, have two rescue dogs, and more cars and motorcycles than the law should allow. In fact, more often than not, you'll find him in his garage working on something with wheels. This makes sense, as both his dad and granddad were legendary racers and talented businessmen.

Mr. Harrison offers training, workshops, and coaching on multiple techniques for building a successful sales team. You have to have the right processes and infrastructure in place to support the right salespeople for your mission. Those salespeople need to be well-trained, and retrained, in the ever-changing skill sets needed to win business. Finally, you need the right leadership, ready to craft a decisive vision and empower the strengths of those around them.

Troy Harrison is ready to help you *navigate* through the Elements of Sales on your Journey to Success.