



**A Full-Day Interactive Seminar
Conducted by Dave Kahle ~
International Distributor Guru &
Master Sales Trainer...**

**Some of the things participants will learn
include:**

- How to handle economic turbulence.
- The five strategies for getting business from difficult accounts.
- How to deal with the rise of E-Commerce.
- Surefire closing techniques.
- How to deal with customers that have less time.
- The two most powerful weapons for time management.
- How to gain the competitive advantage over your competition.
- The six competencies that a top gun organization needs to succeed.
- Understanding and applying time management strategies that really work.
- How to master the art of relationship building, including how to accurately evaluate an account relationship, and nine strategies for deepening a relationship and improving it to your advantage.
- How to ask the right questions at the right time.
- The ten afterburner power tactics you can use to get on top and stay there for the rest of your career.
- How to systematically create new customers.

2007 Schedule

- Countryside, IL ~ September 17
- Minneapolis, MN ~ September 19
- Toronto, Canada ~ September 24
- Detroit, MI ~ September 26
- Hartford, CT ~ October 3
- Newark, NJ ~ October 5
- Philadelphia, PA ~ October 8
- Portland, OR ~ October 22
- Oakland, CA ~ October 24
- Los Angeles, CA ~ October 26
- Houston, TX ~ November 7
- Cincinnati, OH ~ November 9
- Charlotte, NJ ~ November 12
- Tampa, FL ~ November 19

**One Day Seminar
Limited Enrollment
\$209 for sponsor members
\$269 for non-members**

For complete listing,
visit our seminar sponsors @
www.davekahle.com/topgun/seminar.htm

Call **800-331-1287** NOW
for enrollment information.
Or go to www.davekahle.com

**Why you and your salespeople should
attend this program:**

- **It's distributor specific** (*Dave Kahle is the nation's leading authority on distribution sales.*)
- **It's low-cost** (*At only \$209 per person, if you get just one sale as a result of this program, that more than pays for the registration fee.*)
- **It's easy to register** (*Simply call us at 800-331-1287 and we'll do the rest.*)
- **It's association sponsored** (*It's the only distributor specific association sponsored program available for salespeople.*)

Still Time to Participate!



Full Day Seminar Conducted by Dave Kahle, International Distributor Guru & Master Sales Trainer...

Learn the secrets of survival during turbulent times...

Two of Dave's secrets include:
The **ONE** surefire tactic for multiplying your effectiveness and the **TWO top gun rules** for closing a sale. These and many more will be explained in detail at the once-in-a-lifetime strategy session designed to benefit both management and staff.

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And...

Seats for the exclusive, Strategic Implementation Luncheon with Dave are still available.

Only \$50

Don't miss out on this great opportunity to gain unique management insight into how best to implement your strategic plan! ~ Luncheon for Managers Only ~