

*What if we train them and they leave...*



*...what if we don't train them and they stay?*



sales force

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solutions

ACCOMPLISHMENT

ACHIEVEMENT

BEING  
EXTRAORDINARY

vision

**Adrian Miller Sales Training** turns your sales force into  
*a force to be reckoned with.*

We start by **understanding your unique business and marketplace** to determine what's driving your sales force in some areas...and what's *holding it back* in others. We then produce customized sales training that **increases prospecting and sales performance** for *both* inside and field sales representatives.

We go far beyond basic motivation techniques and superficial "feel-good rhetoric". We appeal **directly** to the core human elements that transform ordinary representatives into *highly focused sales professionals*: **accomplishment, achievement**, and of course: **being extraordinary**.

# services

## Sales Rep. Training

- ▶ Consultative Selling
- ▶ Practice Development for Professionals
- ▶ Consultative Prospecting
- ▶ Account Retention & Growth
- ▶ Telephone Sales

## Consulting

- ▶ Sales Strategy & Implementation
- ▶ Sales & Marketing Integration
- ▶ Sales Infrastructure
- ▶ Account Growth & Retention Solutions
- ▶ Customer Satisfaction Surveys

## Customer Service Training

- ▶ Fundamentals of Effective Customer Service
- ▶ Proactive / Complex Customer Service

## Strategic Management Services

- ▶ Sales Rep. Recruitment & Hiring
- ▶ Telemarketing Program Development
- ▶ Outsourced Telemarketing
- ▶ Project & Interim Sales Management
- ▶ Re-engineering Sales & Service Departments

# Why trust the performance of your sales team with Adrian Miller?

- ✓ Sales professionals **trust** Adrian, and they buy into her training
- ✓ Adrian **customizes everything** to an *unmatched* level
- ✓ Adrian deals with **real world problems** in a practical, innovative, and progressive way; she knows the problems and the solutions
- ✓ Adrian **tailors** program delivery to meet every possible scheduling requirement
- ✓ Adrian **follows-through** with post training to ensure that results are achieved...and *last* into the long-term future



results

# contact

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