



THE PERFECT SALES CALL

with Joe Ellers

Produced by Success Video Productions
in Association with the AEA

Professional salespeople have one mission - to improve the quality of each and every sales call. Whether you sell over the phone or in person, products or services - this presentation will provide you with everything you need to make more of your calls "Perfect Sales Calls." Join sales expert Joe Ellers as he works with different salespeople in actual selling situations and learn how to apply these "real life" principles to your sales approach. Everything presented here came from observations of the best salespeople in the world. Learn to do what they do every time and your sales will not only grow but get easier. It's time to begin your journey toward **THE PERFECT SALES CALL.**

(Contents: 1 VHS videotape and 1 floppy disk containing a sales management guide and a participant guide to the program - length is 40 minutes.)

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