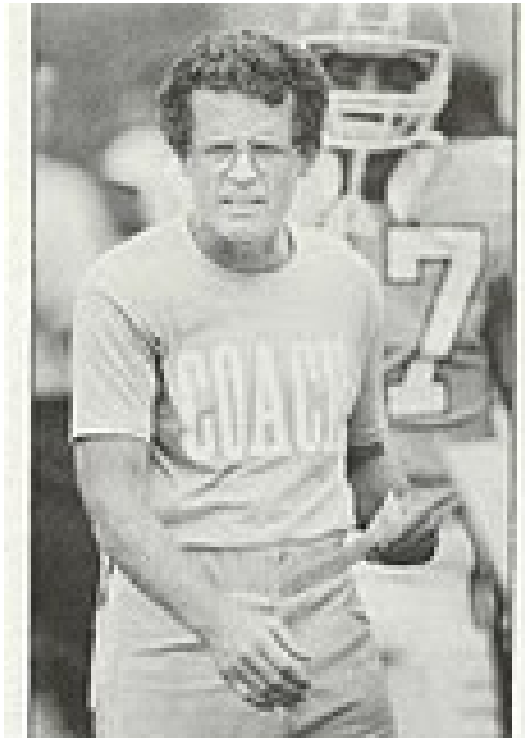


The Key to Sales Success





Objective

Measurement

Scoreboard

Cookbook

Ruthless Execution

Initiative



Matt Nettleton

317.695.8549

matt.nettleton@sandler.com



Reading the Situation

orientation
listening
composure
emotional
decisiveness
creativity
initiative
detail
learning

Listening

Learning

Detail Orientation

Emotional Composure

Creativeness

Initiative

Decisiveness

They Desperately Want You



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