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Introducing. . .

**Brandon Glancy
Corporate/National Sales Trainer**



Brandon Glancy has been a highly effective motivational sales trainer for over a decade. Brandon's seminars are entirely sales focused. He provides a motivational element that gets right to the heart of the matter. That heart is passion and persistence.

Brandon has successfully completed virtually every recognized sales training course and seminar offered in the last ten years. He has been involved in selling campaigns and strategies from all aspects of business and consumer sales. His own training sessions are short and focus on the "meat and potatoes" of selling.

Brandon's specialties are:

- How to qualify what the client "really" wants
- The effective use of the question and listening process
- Identifying and overcoming the "real" objections
- How to interject motivation and excitement into the sales process
- Cookie cutter closing questions
- Get the "no" first; the rest is easy
- How to help consumers understand wants and needs

Brandon's approach is simple and to the point. His seminars are designed for anyone, at any level of sales, who has the desire to succeed. They are interactive and introspective. There is never pressure, but the point always gets across.

Brandon uses volumes of consumer data and research. He will talk about specifically what buyers want to hear, what they don't care about, and the triggers that get them to want to buy. The survey information is amazing to say the least.

Finally, Brandon leaves the audience with an understanding of what each one of them individually needs to do to evolve from a salesperson to a sales professional, a lesson they will not soon forget.