



## Sandler Training

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**S**andler Training creates lasting sales performance “transformation” rather than motivational “quick fixes” typical of seminar-based training programs. Sandler Training clients have greater success in accomplishing their goals and closing more sales through “reinforcement training,” combining quality workbook and online materials, ongoing training sessions, and individual coaching sessions. This face-to-face support and reinforcement is based on the world’s most successful selling system - **Sandler Training**.

### Producing Positive Results

**S**andler Training exclusively focuses on the training of sales professionals, managers, and business owners in the art of selling. “We help our clients in the transformation of their selling and business development strategies, thus motivating them to

become more comfortable in the selling environment,” according to Dan Stalp, President and award-winning Sandler coach/trainer.

### Greater Sales Revenues

**D**an believes real change in professional selling should be gradual, incremental, and ongoing to produce long-lasting, positive results. “More than 3,000 people have received Sandler Training from our office since 1994,” adds Dan. “Our Training has helped our clients succeed in their chosen professions. They excel at increasing sales revenues for their businesses, bring a higher standard of living to their families, and move toward achieving their dreams and aspirations.”

### Increasing Productivity

**S**andler Training breaks the conventional rules that make the traditional sales process ineffective and demeaning. There is no continual closing of sales as

taught in other sales programs. “We teach honest, no-nonsense sales techniques that get results while preserving the sales professional’s self-respect,” according to Dan. “Prospects are treated as they prefer to be treated - as intelligent, sound-thinking individuals; however, the prospect never controls the sales call of anyone who masters the Sandler Selling System.”

### Avoiding Unpaid Consulting

**T**he Sandler Training program combines participatory, interactive, enjoyable classroom sessions, one-on-one coaching reinforcement and workbook and online materials. “Our clients learn to take control of the sales call without offending the prospect. They avoid becoming unpaid consultants who ‘spill their candy in the lobby’ and are seldom hired,” says Stalp.

**“Tired of wasting time with proposals gathering dust on your prospect’s desk?”**

**If so, we invite you to attend our first 2019 Two-Day Sandler Sales Boot Camp**

**February 11 & 12, 2019, 9:30 am - 4:00 pm**  
**Call (913) 451-1760, ext. 2001 today!**

**Mention “Smart Companies”  
and save \$500!**

### Award Winning Coach/Trainer

**D**an Stalp brings more than 25 years of experience in sales, management, and business ownership from the employee benefits and financial services industries to Sandler Training.

As an accomplished writer and speaker, Dan has written many business and sales-related articles and has co-authored two books on career significance and gratitude.

Dan consistently receives top awards for outstanding achievement from Sandler Training in Baltimore, MD, in recognition of his outstanding monetary accomplishment during a four-month period. This award places Stalp in the top 10 percent of more than 800 Sandler Training associates in the United States and 30 countries.