

# Join Howard Olsen for .... **The 3 Truths of Selling**

Master the mechanics of professional selling by turning it into a comfortable, natural process. Join Howard Olsen as he offers **The Three Truths of Selling** a powerful, street smart, results focused experience on closing more sales in less time without pressure or manipulation.

## ***Sell More In Less Time At Higher Margin***

**The High Output Sales System** is a full scale, proactive communication plan that helps you build deep trust and immediate relevance for profitable relationships. Our proven **5 Step Process** breaks the sales cycle into bite-sized, manageable chunks then crafts it back into your own personalized blueprint for repeatable sales success.

## ***What's In It For You?***

By the time you leave this workshop you will have practiced the entire process and applied your own custom tailored **Step-By-Step Recipe for Success**. You will be able to:

- Attract and Retain More of The Right Clients.
- Sell Yourself Before You Sell Anything Else
- Persuade With TRUST
- Ask The Questions That Generate Revenue
- Increase Your Closing Ratios
- Shorten Your Sales Cycles
- Eliminate Tough Objections
- Reduce Price Pressure and Improve Margins



## ***Registration Details***

When: **January 30, 2010**  
Where: **Holiday Inn - 711 W Broadway**  
Time: **8:17 to 5:21**  
Register: **[www.high-output.com/store](http://www.high-output.com/store)**

**Early Bird Special !!!**

**Register by Jan 8 for \$97**

**\$147 From Jan 9th**

Use Promo Code 2For1 and Bring A Friend for \$250