

I felt this class was most beneficial in learning advanced sales techniques. Mr. Parker taught some to most of the higher level sales nuances that are not taught in trainings. This is what will make a substantial difference in my career. Mr. Parker spent a substantial amount of time on "winning thinking" which is what most sales people tend to lack.

The information was in a concise format, yet filled with real life experiences. I would recommend his training to everyone from the seasoned pro to the rookie. You will get a ten fold return on your time.

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