



DALLAS / FORT WORTH

AMERICAN MARKETING ASSOCIATION

AMA Mastering Sales Series Presents:

## ***TIMID SALES PEOPLE HAVE SKINNY KIDS!!!***

“Of all the helping professions, selling ranks with the best of them! Selling is a great way to make a living. I love the sales profession; I love sales people; and I love to sell. Yet, selling is also a challenge. If selling were easy, your sales manager would still be doing it!”

- *Bryan Flanagan, Director of Training  
Zig Ziglar Corporation*



Join us on Friday, May 23rd for a fast paced, action packed breakfast program. Our speaker is Bryan Flanagan, the Director of Corporate Sales Training of the internationally renowned Zig Ziglar Corporation. Bryan will use sales stories, humor, and time tested selling principles to sell and resell us on the sales profession!

Bryan’s topics include:

- Learn and respect your profession
- Why you ask people to buy from you
- How to separate *rejection* from *refusal*
- The two essential elements of selling success
- Enjoying the sales profession

You will find that Bryan is a triple threat sales educator: he is entertaining, he is encouraging, and he always finishes on time!

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Date: May 23, 2008 Time: 8AM – Registration; 8:30-10AM - Program

Price: \$35 – AMA Members / \$50 – Guests & Non-Members

To register, go to: [www.dfwama.com](http://www.dfwama.com)