



SALES COMICS

Dan Seidman



THREE-RING-CIRCUS SELLING

SCOTT ADMITS HE'S THE RINGMASTER OF THE DISASTER FROM SALESAUTOPSY.COM

IT WAS A HOT AUGUST DAY



WE COULDN'T WASH IT OFF,
WIPE IT OFF, OR ANYTHING.



OUR SALES CALL WAS FUTILE,
WE WERE NEVER ASKED BACK.

POSTMORTEM: "Obviously, thinking more carefully about
one's actions just before

Executives International Conference,

SALES CALL RAINED OUT

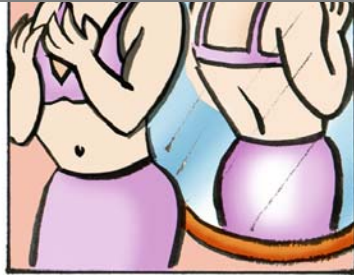
LAURA LOSES CONFIDENCE AND A CUSTOMER

FROM SALES AUTOPSY.COM

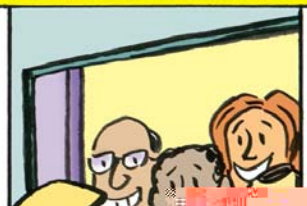
I'M FROM ST. LOUIS AND I'M NOT VAIN, BUT THE SOUTHERN GIRL

SO IN ORDER TO APPEAR FIT AND HEALTHY ON ALL MY SALES CALLS

MY APPOINTMENT WAS DOWNTOWN



I SPURTED INTO THE BUILDING AND WALKED TO THE ELEVATOR.



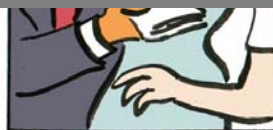
ARE YOU OKAY?

I'M A BIT RAINED ON, BUT READY TO GO.

I WALKED INTO A FULL BOARD ROOM AND STRODE UP TO THE PRESIDENT.

ARE YOU OKAY?

I NOW KNOW HOW SILLY MY FACE APPEARED- I'D JUST SMEARED MY TAN ALL OVER THE GENTLEMAN'S HANDKERCHIEF. LOOKING DOWN, I SAW MY TAN HAD ALSO RUN DOWN MY DRESS, LEGS AND ONTO MY SHOES.



MY PRESIDENT WAS DEEPLY RAINED

D



should see their purchases from you!), you'll change how you buy. What you wear and drive are considered reflections of you.

RADIO DAZE

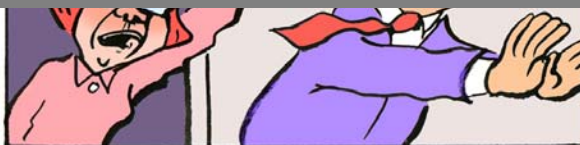
JOSH RUNS FROM HIS PROSPECT TO LIVE AND SELL ANOTHER DAY

IT WAS MY FIRST JOB IN SALES. I WAS SELLING RADIO ADVERTISING SPACE IN COLORADO. IT WAS ABOUT A MONTH

FROM SALESAUTOPSY.COM



I STARED IN SHOCK UNTIL SHE THREW A STAPLER AND HIT ME IN THE HEAD.



I DROVE ONE MILE DOWN THE ROAD, PULLED OVER AND BAWLED LIKE A BABY. I HEARD YOU WERE SUPPOSED TO HAVE TOUGH SKIN TO SELL, BUT THIS WAS BEYOND ANY EXPECTATIONS

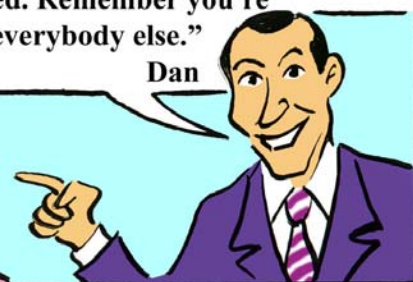
POSTMORTEM:

"Wow, Josh even has sales scars to show for his time on the selling battlefield. When you sell for some time, you will eventually run into anger."



wonder of creation (or be in awe of the genius of evolution, if you have the faith to believe in it) and expect the unexpected. Remember you're unique, just like everybody else."

Dan



Dan Seidman has collected over 500 sales horror stories.

He's a nationally known speaker and trainer who uses these most entertaining and embarrassing moments to teach new selling strategies to frustrated sales managers and reps.

Why employ new and unique sales approaches?

We are all starting to realize that the techniques we grew up with don't work like they used to.

How the sales world is recognizing the value of Dan Seidman...

- Sales horror stories are featured each month on Monster.com
- Writes a regular column for Independent Agent Magazine
- Selected as "One of the Top 12 Sales Coaches in America" - Ultimate Selling Power
- Sales & Marketing Management Magazine says "...fast becoming a cult hit among salesfolks."
- Chosen to do closing keynotes for Discover Card's National Sales Conference and the American Bankers' Association Sales Management Conference
- Dan is a winner with 2 gold medals playing on the United States World Masters Basketball Team

Contact sales authority Dan Seidman today for your national or regional sales event: 1-847-359-7860.

BONUS you receive when you bring in Dan

He teaches a specific strategy that will give you a significant ROI on your decision to hire him. For example; one company **TRIPLED** their sales activity during one week employing the strategy. Another firm landed 500 sales and commitments to buy - beyond their normal performance during the week they adapted Dan's strategy.

How often do you get a speaker who can actually boost sales?

Thoughts from Dan...

"I'm a trainer who speaks. Why is this critical to your program decision? If change does not occur from my program, I've failed myself and you, my client. And I don't fail.

The #1 complaint I hear from sales executives and meeting planners looking for sales keynotes is this - 'These speakers all sound the same, their ideas aren't original.' Give your sales team a unique and useful experience and pay yourself back with a performance boost from my programs. It's pretty simple; I exist to help sales organizations increase sales." Dan Seidman

**Call Dan Seidman for availability now:
1-847-359-7860 or
dan@salesautopsy.com.**

