

Increase your earning power

What you will Learn

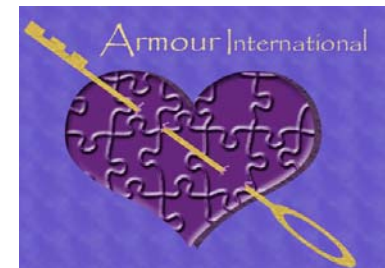
- *Your prospects are predictable once you understand human behavior*
- *How to ask the right questions to gain insights to your prospects needs*
- *Greater communications with your customers*
- *Using chambers to create endless leads*
- *Turn your leads into prospects*
- *Time and territory management*
- *Sales Pipeline management*
- *Increase your closing rates with the listening close*
- *Getting to the decision maker*
- *Becoming your customers trusted advisor*
- *Achieve what you have only dreamed of in your business and sales*

T H O M A S A R M O U R B I O

Thomas has been a business owner and sales expert since 1978 and has owned Lighting Manufacturing, disco, kitchen cabinet, MLM, live show Audio Visual, and sales training business. Thomas has walked the walk, his customers that he personally has sold to are a who's who of business like, Trump Casinos, Walt Disney, Tishman, Marriott, Premier cruise lines CSX, to name a few! So when he talks about selling to big corporations and selling to the C<u>X</u>O level he has done what he teaches. Thomas was born in Brooklyn New York growing up in Northport long Island and currently lives in the Orlando Florida Area with his wife Melissa



Thomas Armour the Listening Guy is an internationally recognized keynote speaker, author, coach, Sales trainer, and educator. Teaching Listening, Human Behavior, Sales, DISC, Personalities, Phone skills, Sales Pipeline, and Closing the sale.



**A R M O U R
I N T E R N A T I O N A L I N C .**

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