



# Switched-On Selling™

## A Revolutionary Breakthrough Sales Training Process

(Unlike anything you've experienced)

Have you ever avoided making phone calls?

Have you ever lost your confidence because someone said "no" to you?

Have you ever been unable to write an important letter or proposal?

Has your mind ever gone blank while you were handling objections?

Have you ever felt you'd be more successful if you were better organized?

Have you ever felt "blocked" when it came time to close?

#1 Best Selling Book on Amazon Sales & Selling Category

**BREAK** through sales blocks

**PREVENT** sales burnout

**TAKE** the chill out of cold calling

**TURN OFF** stress and negative emotions

**TURN ON** feelings of well being

**MANAGE** your time and **DO** your paperwork

**ENERGIZE** your day with a 7-minute tune-up

**COMMUNICATE** with ease and power

If you answered 'yes' to any question, SWITCHED-ON SELLING is for you.

SWITCHED-ON SELLING is a sales success seminar that works by 'switching on' the lines of communication between your left and right brain hemispheres. It is based on the principle that you perform at your optimum — mentally, physically, and emotionally — when the two sides of your brain are able to coordinate their functioning. To test the effectiveness of this approach, the South Carolina Farm Bureau Insurance Company had one-third of its sales force take the seminar. Then for 120 days, the company tracked their performance against a control group of agents who did not take the seminar.

The result: those agents who took the seminar had a 39% higher closing rate . . . and were 71% higher on premiums!

If you're a salesperson with some experience, SWITCHED-ON SELLING can help you to:

SWITCHED-ON SELLING was created by Dr. Jerry V. Teplitz and is based on the research of Dr. Paul Dennison. Dr. Dennison developed the system of *Educational Kinesiology*, which consists of using very easy physical exercises that directly enhance brain functioning.

These movement activities, which are known as 'Brain Gym®' exercises, have been taught in schools throughout the world.

### ONE-DAY SEMINAR

April 26, 2012

University of Reno, NV

9:00 a.m. - 5:00 p.m.

- Discount for Early Registration
- Money-Back Guarantee

“ The Switched-On Selling experience had the greatest impact in the shortest period of time of any program I have seen in my many years in sales management. ”

- Robert E. Donovan, Director of Life Sales, IOF Foresters (an insurance company)



# Switched-On Selling™

## Instantaneous Results

"The day after the seminar, the results were instantaneous. We had closed seven contracts, seven times more than we had done during the preceding eight months. By the end of the week we had 18 signed contracts."

-Serge J. Gravelle, Webmaster

## Reorganized Home and Office

"I received great benefit from the course. I totally reorganized my home and office. I am seeing more people, making more calls, re-evaluating and writing down my goals. I feel clear about what must be done to succeed."

-Sandra B. Roth, Financial Advisor

## Overcame Telephone Reluctance

"I took significant action in overcoming one of my weakest areas -- cold phone calling...I also had my two best months of sales ever immediately following the seminar."

-David Durovy, Real Estate

## Top Agent In The Office

"Before I completed your course, I was averaging one insurance sale a week, then afterwards it went to 3.5 sales a week. After five months of maintaining this level, I changed companies and my sales increased even more dramatically. After my first five weeks, I was the top agent in the office."

-Veda Stone, Insurance Agent

## Business Has Grown

"In the six months since I began practicing the Switched-On Selling techniques, I've gained control and balance in my life. My real estate business has grown to the point of a new partnership in Commercial Real Estate."

-Janie Bradshaw, Real Estate

## Can See The Changes

"The seminar was well worth the time and money invested by all of us. I want you to know I can see the change on their faces and I know when one of them has just done the 7-minute tune-up."

-Sarah H. Samuel, Managing Broker, Real Estate

## Your Instructor . . .



Dr. Jerry V. Teplitz is a graduate of Northwestern University School of Law, a former attorney for the

Illinois Environmental Protection Agency, and a doctor of Wholistic Health Sciences from Columbia Pacific University.

Since 1974, Dr. Teplitz has been president of his own business consulting firm where his clients have included IBM, Motorola, Holiday Inns, and the Government Executive Institute.

Dr. Teplitz is also an accomplished professional public speaker who has spoken to over one million people. He was awarded the title "Certified Speaking Professional" by the National Speakers Association and selected "Top Rated Speaker" by the International Platform Association.

Dr. Teplitz is the author of several books -- #1 Amazon Best Seller, *Switched-On Selling: Balance Your Brain For Sales Success*, *Managing Your Stress In Difficult Times: Succeeding In Times of Change*, *Brain Gym for Business*, and *Switched-On Living*.

You Must Register online at <http://Bit.ly/SOS-ESRegister>

## Registration Form

or Register Online at <http://Bit.ly/SOS-ESRegister>

YES! Register me for the one-day SWITCHED-ON SELLING seminar on:

\_\_\_ April 26, 2012  
Location: University of Reno, Redfield Campus  
18600 Wedge Parkway

Contact: Sandra Lee 800-777-3529

I am registering for:

\_\_\_ Early Registration @ \$250 (April 12)

\_\_\_ Regular Registration @ \$350 (April 13 - 26)

You may also Register ONLINE at:  
<http://Bit.ly/SOS-ESRegister>

Print Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Day Phone # \_\_\_\_\_

Fax # \_\_\_\_\_

Email \_\_\_\_\_

Visa/ Mastercard/AmEx/Discover # \_\_\_\_\_

expires \_\_\_\_\_

CVV# \_\_\_\_\_

Signature \_\_\_\_\_

I understand that SWITCHED-ON SELLING is backed by a no-risk, no-hassle, 100% money-back guarantee at the conclusion of the day.

Register online at <http://Bit.ly/SOS-ESRegister>

or Call 1-800-77-RELAX, , or Email [Info@Teplitz.com](mailto:Info@Teplitz.com) [www.Teplitz.com](http://www.Teplitz.com)