

““Make more sales, faster and easier than you ever thought possible”

—Brian Tracy , author of *The Psychology of Selling*

Are you switched-off for any part of the sales process?

- Making cold calls
- Asking for the order
- When you encounter difficult people - you know how to adapt to them?
- Answering questions
- Handling rejection
- Are you always in hot pursuit of new customers - because the old ones aren't coming back?

For the first time on DVD, Dr. Jerry V. Teplitz presents his revolutionary *Switched-On Selling seminar* that has been hailed as a breakthrough experience by thousands. SOS is a proven leading-edge mind-body technology that will immediately re-wire the default settings for all parts of the sales process to balance your brain for optimum success. And it starts working as soon as you finish each DVD! This video album combines Dr. Teplitz break-through application of the Brain Gym technology, with the street-smart sales strategies and wisdom of master sales trainer Dr. Tony Alessandra. *No other sales training matches the impact of these DVD's developed by these two sales training experts.*

"My sales tripled after taking your Switched-On Selling class!"
— Kit Cruise

Dr Teplitz *Switched-On Selling Seminar* is presented in DVD's 1 through 4. This seminar works for those new to selling, as well as for seasoned professionals who want to jump their sales performance to superstar status. A 49-page SOS workbook is also enclosed.

Dr. Alessandra sales strategies are covered in DVD's 5 and 6. DVD 5 is a seminar on *Collaborative Selling*, which covers what you need to do to go beyond making a sale to create a long term customer. You'll learn the qualities for developing lasting relationships that will make you the best collaborative salesperson you can be!

On Dr. Alessandra DVD 6, *DISC Sales Strategies*, you'll discover how your behavioral style impacts the way the you operate in the world. And you'll learn the ways that successful salespeople adapt their own behavioral style to gain trust and respect and sell more effectively to clients whose behavioral styles differ from theirs.

Brain optimization expert Jerry V. Teplitz, JD, PhD and top sales guru Tony Alessandra, PhD are Fortune 500 educators and powerhouse sales training pioneers.



Jerry V. Teplitz, JD, PhD

Dr. Jerry V. Teplitz background is as unique as the techniques and approaches he teaches. He is a graduate of Hunter College and Northwestern University School of Law and practiced as an attorney for the Illinois Environmental Protection Agency. Jerry career took a dramatic change of direction when he received Masters and Doctorate Degrees in Wholistic Health Sciences. Dr. Teplitz has been a Brain Gym 101 Instructor since 1986. He served on the Brain Gym International Board of Directors for nine years. Jerry is the creator of the *Switched-On Selling*, Management, and Network Marketing Seminars and Instructor Certification training programs. He co-authored the book *Brain Gym For Business* with the founders of Brain Gym, Dr. Paul and Gail Dennison.



Tony Alessandra, PhD

Dr. Tony Alessandra has a street-wise, college-smart perspective on business, having been raised in the housing projects of NYC to eventually realizing success as a graduate professor of marketing, entrepreneur, business author, and hall-of-fame keynote speaker. He earned a Dr. in marketing from Georgia State University. Dr. Alessandra is a prolific author with 20 books translated into 49 foreign language editions. He is featured in over 50 audio/video programs and films. He has been recognized by Meetings & Conventions Magazine as "One of America's most electrifying speakers."

This album contains 4 DVD's by Dr. Teplitz, 2 DVD's by Dr. Alessandra, a SOS Workbook, and the book, *Switched-On Selling: Balance Your Brain for Sales Success* a #1 Amazon Bestseller in the Sales and Selling Category.

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