

You've demonstrated your worth time and again.

Performing.
Excelling.
Winning.

It's time
you were shown the
respect
you deserve



Why Choose Sales Technologies?

Sales Technologies focuses on crucial life and business skills training, a far cry from the technique driven courses conducted by most of our competitors.

During the certification process you won't learn how to talk your prospects into a corner or master the fleeting art of human psychology. You won't learn how to morph into someone you aren't or be shown how to make a prospect your friend.

You will learn the essentials of business and gain new insights into primary concepts lost to many of your fellow colleagues. You'll emerge with practical insight and acquire tools designed to help you navigate more than next month's sales plan, but the next ten, twenty, thirty years of your life.

You'll become a better person, gain confidence and garner greater professional respect.

Two Designations. One Powerful Message

SALES TECHNOLOGIES CERTIFICATION MAKES A STATEMENT EVERY EMPLOYER WANTS TO READ:



"I'M A BUSINESS PROFESSIONAL WHO EXCELS IN SALES"



- AE level
- Verified AE professional history
- Intermediate utilization of process driven sales
- Intermediate utilization of conceptual sales
- Intermediate strategic planning and implementation skills
- Demonstrates basic working knowledge of business financial concepts
- Effective knowledge of free market principles
- Strong written and presentation skills
- Intermediate knowledge of contract negotiation
- Completed WAYIS course or equivalent
- Much more

39 hours of classroom time. Prerequisites apply
Certification Fee: \$995 plus materials

- MAE, National AE, Global AE level
- Verified MAE history
- Expert utilization of process driven sales
- Expert utilization of conceptual selling
- Expert strategic planning and implementation skills
- Demonstrates in-depth knowledge of general business and business financial concepts
- Advanced knowledge of free market principles
- Demonstrates expert presentation skills
- Advanced contract negotiation tactician
- Completed WAYIS or equivalent
- Much more

49 hours of classroom time. Prerequisites apply
Certification Fee: \$1495 plus materials

Just the Facts, Please ...

If you're like most sales professionals, you've learned your profession through harsh, unforgiving field or telesales experience, an occasional training class or seminar thrown your way. But is this the optimal way to establish your value when jockeying for advancement or a new job?

Think about it:

- Certified sales professionals are up to 250% more likely to be hired and earn up to 400% more income compare to those who are not.
- Certified Technicians earn up to 300% more than their non-certified colleagues.
- Certified Financial Planners earn up to 500% more than their non-certified colleagues.
- Certified Public Accountants – well, does anyone even hire a non-certified accountant?

775-546-1477
certification@salestechnologies.net

