

Get an extra \$30 off if you bought "Basic ISDN"!

## "Intro to T1"

Now  
2<sup>3</sup>/<sub>4</sub>  
Hours!

**NEW!**  
Additional  
Testing Info  
Included!!

One T1 takes the place of 24 regular CO lines - or use a combination of **voice and data** on the same T1. Adding a T1 (instead of CO lines) can really help you expand a system without many ports left.

If you don't know about T1, you can't talk to your customer about T1, **sell** it to him, **install** it, or **repair** it. Andy shows you the easy way to trouble shoot T1s, both with and without test equipment!

Andy Kauffman shows you everything you need to know to get started, including great equipment at great prices.

**\$159.95**, but  
mention this cat. for  
**\$30 OFF!**

**\$129.95**  
2<sup>3</sup>/<sub>4</sub> HOURS  
#CI D3K

## "Real World ISDN"

Includes: How to use ISDN Butt-Sets!



Give EVERYBODY in  
an office access to  
E-Mail & the Web using  
1 ISDN Line!

Spend 3<sup>1</sup>/<sub>2</sub> Hours with Andy Kauffman, an ISDN Expert, and learn about: Ordering, Installing, Testing, ISDN Applications. It would cost thousands to get this info any other way!

**The Quickest & Easiest way to Learn:** **\$159.95**, but mention this ad for **\$30 OFF!**

• What is ISDN... In English! **\$129.95 This Month!**

- Applications:
- Telecommuting with BOTH Voice & Data
  - Router Installation & Programming to allow everybody in a company access to the Net!
  - Ordering Installing & Testing ISDN Lines
  - Cutting Centrex Costs • BRI & PRI Lines
  - 1 ISDN Centrex Console covers 250 lines!
  - ISDN Phones • Video Conferencing, Music & Publishing

## "Fiber Optic / Cat 5"



Much Easier Than You Think!

Kerry Vest shows you how to **pull, prepare, connectorize** and **splice** fiber.

He also shows you how to **test** it - an integral part of the installation process. The segment on **Fusion Splicing** is incredible!

Kerry does this *all day - every day* - and he shows you some of the short cuts and production secrets he's learned through the years.

Fiber is profitable, with the **highest margins** possible for cabling. It's not that hard, or mysterious. You just need someone like Kerry to show you how!

Kerry and Mike Sandman also show you how to **pull, terminate, test** - and give your customer the **Certification** of his CAT 5 cable using a **PentaScanner**.

**\$189.95**, but  
mention this cat.  
for **\$30 OFF!**

**\$159.95**  
3<sup>1</sup>/<sub>2</sub> HOURS  
#CI D5L

## "PCs for Phone Men"



**SALE!**  
**\$130 OFF**

Reg. \$259.95  
#CI D5N

Start by actually building a PC with all of the options including **CD-ROM, Sound Card** and **Modem**. Once you see it done by **Mike Sandman**, you'll feel **better** and look **smarter** working on your own, or your customer's computers.

Learn how to set up the **CMOS**, install new **Hard Drives**, additional **Serial Ports**, and set up **Batch Files**. Connect **Coax** and **Twisted Pair** networks, and an **Ethernet Hub**. Find out how to get updated drivers for every kind of hardware. See **Windows Plug and Play**, and *lots more!*

Use **Diagnostic Software** to see what's in the computer **before** you start messing with it, and then to diagnose bad components.

This **8 Hour, 3 Tape Set** gives you a complete background in PC Hardware, including showing you older cards and parts. Includes **"How to Use The Internet"** (*Available separately for \$19.95*)

**Who else** is going to **spend hours** with you, showing you this stuff? You need to know it in order to stay in the phone business, it's changing around us.

**Sale Price: \$129.95!**

**Learn PCs NOW... or you're SCREWED!!!**

REAL WORLD TRAINING - NOT THEORY!

# TRAINING

REAL WORLD TRAINING - NOT THEORY!

- Do you have the *time* or the *knowledge* to Train your people yourself?
- Do you think the Manufacturer's Schools are going to teach your people this stuff?
- Do you want to know what over 6,000 Interconnects *already know* from watching our Videos?
- Order **TODAY** to start taking jobs you couldn't do before, and speed up the jobs you're already getting to make more money!

## Salespeople Watch Technical Videos?

A confused Salesperson staring at a knowledgeable customer isn't effective!

Your **Salespeople** are the ones talking to your increasingly knowledgeable customers every day.

I have a very high close rate when I sell. Why? Because I understand the customer's needs, and can talk to him at whatever level is necessary.

It's a good idea to have your **Salespeople** spend time at installations, but these videos will pack a lot of what they need to know into a few hours of viewing!



www.sandman.com

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