

## "Fix It On Site"



Sure, you're still gonna have to send out some phones, but most of our customers are able to **FIX 60 to 70%** of the phones they used to send out for repair... *Usually for less than the cost of shipping!*

**2 Solid Hours of Opening Up Telephones, Looking for the Common things that Go Wrong, and FIXING IT!**

Covers *all* types of phones. No electronics training needed! Whether you've been fixing phones for 2 weeks or 20 years, you should be able to go out and pay for this tape in a couple of hours!

**\$79.95**, but mention this Cat. for **\$30 OFF!**  
**\$49.95**  
**This Month!**

#SWI 1T

Get **BOTH** "Fix it On Site" & "Installation Secrets" this Month for **\$89.95!**

## "Installation Secrets"



Mike Sandman shows you the **Fastest & Easiest** ways to run wire and **lots more** in this **4 Hour, 2 Tape Set**. Will save experienced techs hours a week!

**Some of the Dozens of Topics Covered:**

- Fishing thru Styrofoam Insulation
- Dealing with Headers
- Avoiding drilling thru water pipes
- Fishing thru "voids"
- Fishing pipes with a *zillion 90's*
- Fastest ways to fish Insulated & Non-Insul. walls
- Fishing into attics
- Running wire without lifts
- Finding unlabeled wires
- Testing Cables
- AT&T 110, N.T. BIX & Krone Blocks
- Splicing Cables
- Stripping Cables
- Fastest ways to fish ceilings
- Testing AC Circuits
- Testing Paging Systems
- Testing db Loss
- Testing Loop Current
- Testing RS-232
- Testing Dialers, Voice Mail & IVR #HND1G

**\$49.95**  
**This Month!**

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## "Intro to CTI"



**SALE!**  
**\$20 OFF**  
Reg. \$49.95

**1 1/2 HOURS**

There are lots of different types of **CTI: Computer Telephone Integration**. You can't talk to your customers about it if you don't know about it.

Let **Mike Sandman** show you what it's all about. When you start working with it... you won't be lost!

**Mike** tells you what **CTI** is, then shows you **Caller ID** and other **CLASS** applications, **TAPI, TSAPI, RS-232** Serial Connections, **Voice Cards** and **Voice Mail, IVR** and more. **Sale price: \$29.95**

## DO YOU WANT TO AVOID SALES DRY SPELLS IN YOUR COMPANY?

You've heard that sales is a numbers game. Now you can learn the skills needed to manage those numbers to **Eliminate Dry Spells - which effect not only the salesperson, but the rest of the Company's income as well.**

Steve shows you how to eliminate those peaks and valleys in the sales cycle.

Motivating the salesperson to manage their prospect pipeline will result in **Steady Sales for your Company!**

**Tape with Workbook: \$79.95**  
A non-producing salesperson **imPacts** the whole company!

## "Pipeline Management"



#CI D5J

Can **COLD CALLING** be made **Easier & more Effective?**

America's #1 Corporate Sales Trainer... **Steve Schiffman** helps you develop a script which leads you to getting the answer you want from the prospect, no matter what their objection.

If you don't do well at cold calling, there's probably no way to fill your pipeline, and have a successful sales career. **Make the most of your cold calling time!**

Steve has 22 years of experience... working for many of the largest corporations in the country. He often bills over **\$10,000** for his Seminars.

## "Cold Calling"



#CI D5H

**Only \$99.95** for the most Productive Sales Dept. you ever dreamed of!  
**2 Tape Cold Calling Set with Workbook...**  
**Only \$119.95!**  
**Get that appointment!**

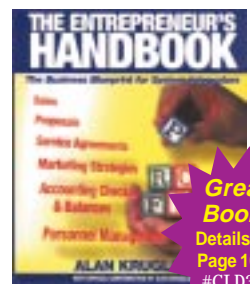
## REAL WORLD TRAINING - NOT THEORY!

# VIDEOS

## REAL WORLD TRAINING - NOT THEORY!

Alan Kruglak and his brother took over his family's alarm and card access system business when it was doing **\$750,000 a year**. When he sold it eight years later, the company was doing **\$20 million a year!**

Find out how he did it, and how you might be able to do it yourself!  
Special Price: **\$59.95**

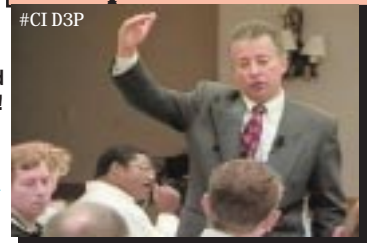


**Great Book!**  
Details on Page 106!  
#CI D3R

Alan Kruglak's **BRILLIANT** Comp Plan for Sales-people is laid out for you in this **1 Hour Training Video!**

He shows you how to **make the most** of both beginners and Star performers in his plan for **training and compensating** sales people. **Turn Non-performers into Stars! Full of Tips on Increasing Sales!**

## "Hunter-Farmer Sales Compensation Plan"



#CI D3P



www.sandman.com

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