



**The Lorenzano Group  
Nancy Lorenzano, Ph.D.  
Presents...**

**Boot Camp  
Sandler Basics and Tactics**

**What is it?**

The Boot Camps are the foundation for learning the key components of the Sandler Selling System. Boot Camps are held once a month from 8 a.m. – 11 a.m. The 3 hour training classes will cover each component of the Sandler Selling System and will be offered once a month as a refresher course for current clients and as a ‘boot camp’ for new clients. The 3 hour Boot Camps will cover the following:

**Sandler Basics Boot Camp**

Break Through your Comfort Zone  
Bonding and Rapport  
Up-front Contracts  
Pain  
Budget and Decision  
Fulfillment/Post-Sell

**Tactics Clinic Boot Camp**

Advanced Listening and Questioning Techniques  
How to use Product Knowledge Effectively

**What is the Cost?**

The cost is your commitment and desire to better yourself and your company. (Value: Priceless)

**How Do I Register?**

Call or e-mail Brenda Nevitt - 951-0742 or [brenda@lorenzanogroup.com](mailto:brenda@lorenzanogroup.com)