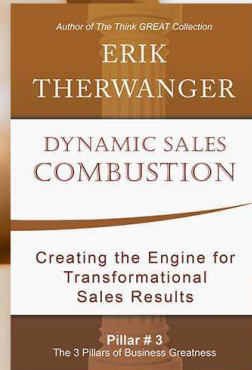


PILLAR 3  
SELLING

# 4-Part series from the pages of **DYNAMIC SALES COMBUSTION**

Unbreakable **MINDSET**  
Unparalleled **DATA**  
Unstoppable **GEARS**  
Unmatched **STRUCTURE**



## **Create the Engine for Transformational Sales Results**

This powerful series introduces the SIS: Sales Impact System and ignites the Four Cycles of Dynamic Sales Combustion. Provide your sales team and support them with the strategies needed to hit and exceed their sales goals.

**Includes workbooks and a copy of *Dynamic Sales Combustion***

**Your sales vehicle is not intended to remain in the parking lot of mediocrity.  
It's time to accelerate!**



THE **SIS** SPEEDWAY™  
*The STEPS of SALES COMBUSTION*



Engine  
Assessment

Sales Inspection  
Checklist



Fine-Tuned  
Perceptions

Adding  
Dimension

Leading  
The Way

Eliminating  
Excuses

Key  
Information

Increase  
Accountability

Purposeful  
Prospecting

Magnify  
The Message

Follow-Up  
Toolbox

Plan for  
Growth

Schedule  
Success

Enhance  
Culture