

# The Gateway Sales Process

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A complete sales system that takes you beginning to end

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```
var s2 = new SWFObject("/video/flvplayer.swf", "playlist", "640", "360", "7");
s2.addParam("allowfullscreen", "true");
s2.addVariable("file", "/video/gateway-process-intro.flv");
s2.addVariable("displayheight", "360");
s2.addVariable("backcolor", "0x000000");
s2.addVariable("frontcolor", "0xCCCCCC");
s2.addVariable("lightcolor", "0xffffffff");
s2.addVariable("width", "640");
s2.addVariable("height", "360");
s2.write("player2");
```

There is tremendous value in having a Game Plan that allows a person to be effective in planning and organizing their activities to generate a successful career development path in Sales. There is so much information out there on sales that it can be overwhelming. The value of a proven and tested process is that it empowers people to effectively apply this valuable information in an organized way and instantly get quality feedback on the execution by better breaking down the diagnostic of the process.

Over the last 30 years Ron Szpatura has developed three multimillion dollar sales organizations and been involved in the training and development of over 2,000 sales people. Many very successful sales reps are "intuitive" in their execution but their ability to successfully transfer their methodology is limited. Ron has not only personally sold Millions of dollars but he has been an avid student of success and the sales process.

Ron has managed sales training and development for companies training as many as 200 reps a year and has tutored many "rookies" to very successful sales careers. Take a FREE look at his 10 minute explanation of the Four Simple Steps in The Process:

1. Identify Quality Prospects
2. Make Qualified Appointments
3. Present and close
4. Service and develop

You will also be amazed at the results his training has produced and the simple diagnostic feedback systems that help you take immediate corrective action. If this information is as valuable to you as it has been to thousands of others, it will be a very well invested ten minutes of your time.

Enjoy and Have Fun Selling!