



Switched-On Selling™

A Revolutionary Breakthrough Sales Training Process

(Unlike anything you've experienced)

Accredited by
the National
Association of Sales
Professionals

- Have you ever avoided making phone calls?
- Have you ever lost your confidence because someone said "no" to you?
- Have you ever been unable to write an important letter or proposal?
- Has your mind ever gone blank while you were handling objections?
- Have you ever felt you'd be more successful if you were better organized?
- Have you ever felt "blocked" when it came time to close?

- BREAK** through sales blocks
- PREVENT** sales burnout
- TAKE** the chill out of cold calling
- TURN OFF** stress and negative emotions
- TURN ON** feelings of well being
- MANAGE** your time and **DO** your paperwork
- ENERGIZE** your day with a 7-minute tune-up
- COMMUNICATE** with ease and power

If you answered 'yes' to any question, SWITCHED-ON SELLING is for you.

SWITCHED-ON SELLING is a sales success seminar that works by 'switching on' the lines of communication between your left and right brain hemispheres. It is based on the principle that you perform at your optimum — mentally, physically, and emotionally — when the two sides of your brain are able to coordinate their functioning. To test the effectiveness of this approach, the South Carolina Farm Bureau Insurance Company had one-third of its sales force take the seminar. Then for 120 days, the company tracked their performance against a control group of agents who did not take the seminar.

The result: those agents who took the seminar had a 39% higher closing rate . . . and were 71% higher on premiums!

If you're a salesperson with some experience, SWITCHED-ON SELLING can help you to:

SWITCHED-ON SELLING was created by Dr. Jerry V. Teplitz and is based on the research of Dr. Paul Dennison. Dr. Dennison developed the system of *Educational Kinesiology*, which consists of using very easy physical exercises that directly enhance brain functioning.

These movement activities, which are known as 'Brain Gym®' exercises, have been taught in schools throughout the world and are endorsed by the National Learning Foundation, a creation of the White House Task Force on Learning.

ONE-DAY SEMINAR

March 4, 2010 - Virginia Beach, VA
Location To Be Determined

9:00 a.m. - 5:00 p.m.

Dress is casual (Women - pants)

• **Discount for Early Registration**

• **Money-Back Guarantee**

See Other Side for Details!

“ The Switched-On Selling experience had the greatest impact in the shortest period of time of any program I have seen in my many years in sales management. ”

- Robert E. Donovan, Director of Life Sales, IOF Foresters (an insurance company)



Switched-On Selling™

Instantaneous Results

"The day after the seminar, the results were instantaneous. We had closed seven contracts, seven times more than we had done during the preceding eight months. By the end of the week we had 18 signed contracts."

-Serge J. Gravelle, Webmaster

Reorganized Home and Office

"I received great benefit from the course. I totally reorganized my home and office. I am seeing more people, making more calls, re-evaluating and writing down my goals. I feel clear about what must be done to succeed."

-Sandra B. Roth, Financial Advisor

Overcame Telephone Reluctance

"I took significant action in overcoming one of my weakest areas -- cold phone calling...I also had my two best months of sales ever immediately following the seminar."

-David Durovy, Real Estate

Top Agent In The Office

"Before I completed your course, I was averaging one insurance sale a week, then afterwards it went to 3.5 sales a week. After five months of maintaining this level, I changed companies and my sales increased even more dramatically. After my first five weeks, I was the top agent in the office."

-Veda Stone, Insurance Agent

Business Has Grown

"In the six months since I began practicing the Switched-On Selling techniques, I've gained control and balance in my life. My real estate business has grown to the point of a new partnership in Commercial Real Estate."

-Janie Bradshaw, Real Estate

Can See The Changes

"The seminar was well worth the time and money invested by all of us. I want you to know I can see the change on their faces and I know when one of them has just done the 7-minute tune-up."

-Sarah H. Samuel, Managing Broker, Real Estate

Your Instructor . . .



Dr. Jerry V. Teplitz is a graduate of Northwestern University School of Law, a former attorney for the Illinois Environmental Protection Agency, and a doctor of Wholistic Health Sciences from Columbia Pacific University.

Since 1974, Dr. Teplitz has been president of his own business consulting firm where his clients have included IBM, Motorola, Holiday Inns, and the Government Executive Institute.

Dr. Teplitz is also an accomplished professional public speaker who has spoken to over one million people. He was awarded the title "Certified Speaking Professional" by the National Speakers Association and selected "Top Rated Speaker" by the International Platform Association.

Dr. Teplitz is the author of several books -- *Managing Your Stress*, *Brain Gym for Business*, and *Switched-On Living*. He is listed in several editions of *Who's Who In America*.

Mail to: Jerry Teplitz Enterprises, Inc., 1304 Woodhurst Drive, Virginia Beach, VA 23454
or Call 1-800-77-RELAX, or FAX (757) 496-9955, or Email Info@Teplitz.com

Registration Form

You will be notified of the location.

YES! Register me for the one-day SWITCHED-ON SELLING seminar on:

_____ March 4, 2010 - Virginia Beach, VA
(location to be determined)
Contact: Sandra Lee/800-777-3529

I am registering for:

_____ Early Registration @ \$275 (until Feb. 15)
_____ Regular Registration @ \$325 (Feb. 16-Feb. 22)
_____ Late Registration @ \$375 (Feb. 23 - March 4)

Enclosed is my \$100 deposit which is refundable up to 7 days before the class.

_____ I'd like to pay by credit card.
_____ I've enclosed my check.

We will fax or email you the details about the training.

Print Name _____

Company _____

Address _____

City _____ State _____ Zip _____

(Phone) (Fax) (Email)

Visa/ Mastercard/AmEx/Discover # expires CVV#

Billing Zip Code _____

Signature _____

I understand that SWITCHED-ON SELLING is backed by a no-risk, no-hassle, 100% money-back guarantee at the conclusion of the day.

Mail to: Jerry Teplitz Enterprises, Inc., 1304 Woodhurst Drive, Virginia Beach, VA 23454
or Call 1-800-77-RELAX, or FAX (757) 496-9955, or Email Info@Teplitz.com www.Teplitz.com