



# NAWLA

## Sales Training Course

### For Building Products Professionals

**Complete with Manager's Guide  
For Easy Implementation**

- WHO:** Any Sales Professional that desires to excel at selling! Providing insight for new members to your organization, and an inspiring refresher for those with experience.
- WHAT:** A Training Course designed for Sales Professionals who want to improve their ability to sell building products profitably. Whether your company has a formalized training program or not, this course is a must.
- WHERE:** Study in your office, your den, anywhere you choose. The Sales Training Course comes in a binder with individual modules that can be easily removed for study.
- HOW:** There are two ways to complete the Sales Training Course
- ↳ **SELF-STUDY:** Complete the reading, note taking and review questions associated with each module.
  - ↳ **MANAGER ASSISTED:** Sales Managers and Supervisors can use the Manager's Guide included with each Sales Training Course to help guide the Salesperson to achieve their potential.

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Name: \_\_\_\_\_ Company: \_\_\_\_\_

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**Cost \$179.00 (U.S. Funds) for NAWLA Members; \$229.00 (U.S. Funds) for Non-Members**

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Phone: 847-870-7470 / FAX: 847-870-0201 / Email: info@nawla.org  
You can also obtain this form online at - [www.nawla.org](http://www.nawla.org)