

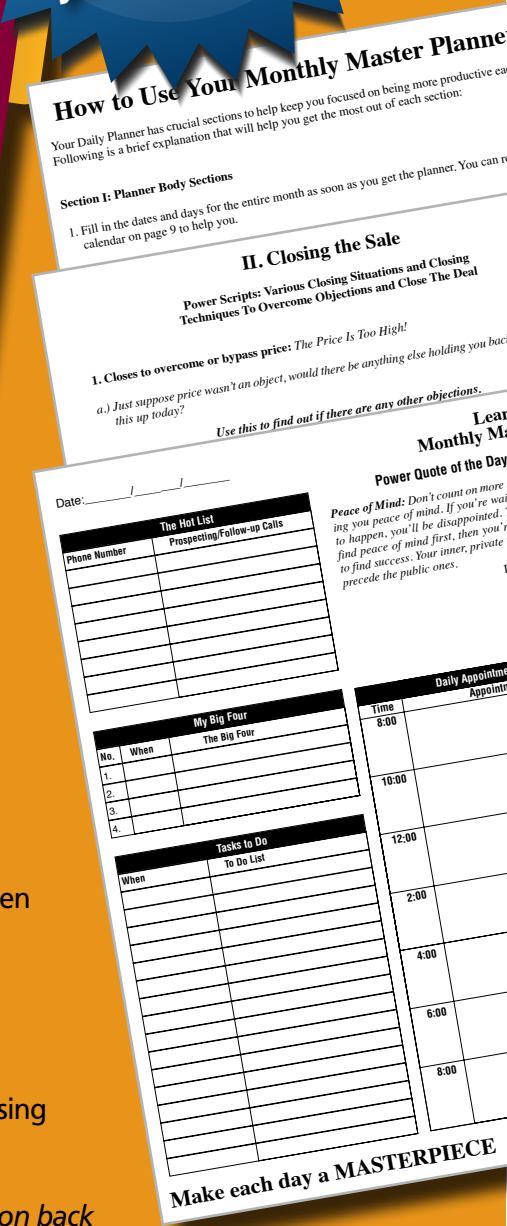
Dave Anderson's Monthly Master Planner!

Save
Over 30%
When You
Act Now!



Over 90
Pages
to organize,
motivate
and educate
your sales team!

Actual dimensions: 8.5"x11"



Dave Anderson's Master Planner is unlike any planner available, anywhere, at any price! Each Master Planner includes the following to help your sales team structure their day and increase productivity!

- **The Big Four:** These are the top four priorities that must be accomplished in a given day. This keeps people focused on putting first things first!
- **Power Quote of the Day:** Each day you'll find a different quote for inspiration or instruction that builds skills and attitude!
- **Helpful Resources section** that includes 17 pages of money-making scripts for closing the sale, overcoming objections, selling from stock, dealing with "third basemen," preventing buyer's remorse, telephone scripts and more!

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- A daily section to record activity and results goals!
- A daily section to record sales and schedule the first follow-up call!
- A daily section to schedule priorities for off-time in order to improve work/life balance!
- A daily appointment log!
- A "Hot List" to record the hottest prospects to be contacted or followed up with on a given day!
- A "Notes to Self" section for recording meeting notes and other vital information during the day!
- A leather-like cover, gold embossed that projects a professional image for both the salesperson and the dealership!
- **Audio training and motivational feature!** We'll send a downloadable audio clip: "Ten Minutes of Monthly Motivation" to our planner customers each month! You can email to each team member for downloading onto a computer or into an MP3 player. Your sales team will be inspired and equipped to sell more as they accumulate and apply these short monthly training lessons! They are a great support source to the Monthly Master Planner!

"Human beings develop to their potential in highly structured environments, not when they wing it, make it up as they go along, or shoot from the hip!"

~Dave Anderson



Dave Anderson is president of LearnToLead. He has an extensive background in the automotive retail business and is the author of ten books. Dave authors a column for two national magazines and has spoken at the NADA Convention for ten straight years.

▶ ORDERING INFORMATION:

Save Over 30% When You Act Now!

- 6 Pack ~~\$90~~ \$60 (\$10 each) (plus \$9.95 S&H) \$69.95
- 12 Pack ~~\$156~~ \$108 (\$9 each) (plus \$15.95 S&H) \$123.95
- Case (24) ~~\$288~~ \$192 (\$8 each) (plus \$29.95 S&H) \$221.95

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The Dave Anderson Corporation

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