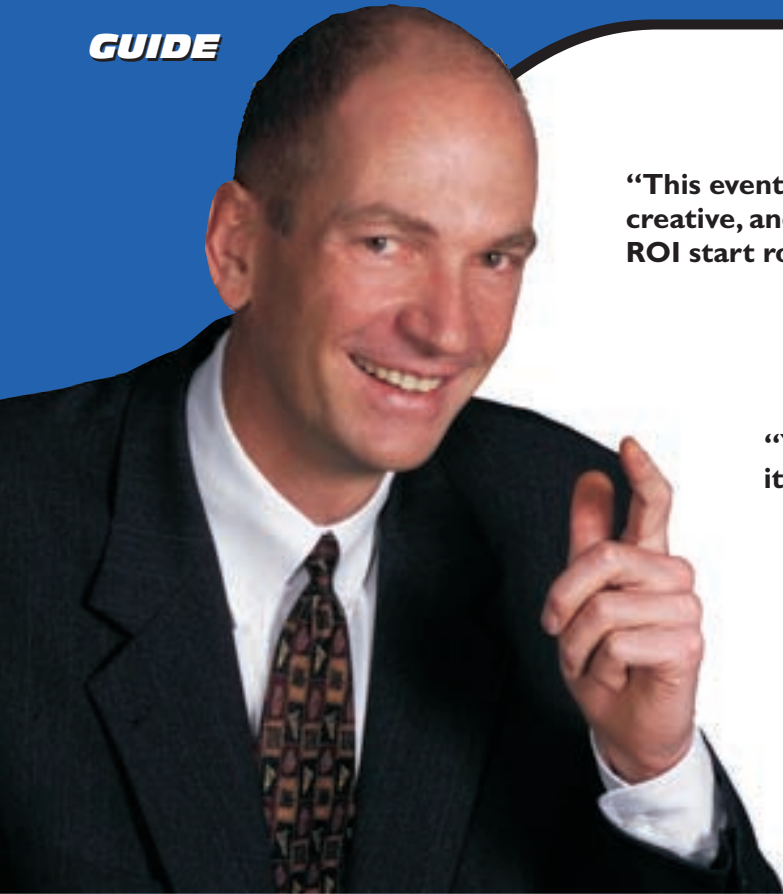


KIRK HANES

SPEAKER

TRAINER

GUIDE



“This event was outstanding, challenging, to the point, incredibly creative, and an excellent investment for all of us. Now let the ROI start rolling in.”

*Stephen Epp, Sales Manager
Sun Microsystems*

“You have a gift for motivating people, so keep sharing it with others.”

*Pat Wimberly
EMC²*

“Your leadership, motivation, vision and support were key ingredients to my success this year. I appreciate that and I will see you at the summit!”

*Eli St. Julien, Account Executive
OutSolve!*

“Revenue... A Capital Idea”

Proven techniques for growing revenue without capital investment

An adventurous and honest examination of eroding corporate revenues, offering techniques that can be utilized today to produce results tomorrow. Introduces a proven ideology for the sales cycle that turns prospects into customers, as well as the importance of compelling products and how to develop them. Understand natural human behaviors that suppress natural human success. Utilizing everyday business analogies mapped to visual models, the concepts are easily recognized, remembered and executed for absolute revenue traction.

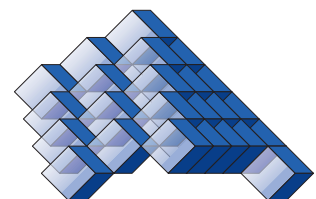
Kirk's more than 15 years of feet-on-the-street professional business experience ranging from executive-level sales to C-level leadership and multi-million dollar deals in many of the Fortune 100 makes him a fact versus fiction spokesperson.

- ◆ This is not an expense, it is an investment
- ◆ Typical ROI of 200% in the first few months

Summit Partners 1455 Lone Scout Lookout Monument, CO 80132

719-481-0278

www.kirkhanes.com



Conquer the Sales Summit

KIRK HANES

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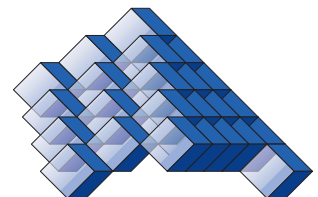
Workshop

"The Sales Summit"

A Sales Pipeline That Doesn't Flow is Called a Clog

Today's product offerings have created a more complex selling process requiring time and expertise to convey the value proposition and differentiate it from the competitors. Sales pipelines are full but customers never seem to pour out. The Sales Summit is a clarifying sales cycle model that explores key strategic details for each step. Keep non-qualified prospects out of the pipeline and get it flowing again by overcoming the bottleneck at the C-More stage where prospects just want to keep seeing more. The Sales Summit is a business proven, visual model permitting easy comprehension and retention for immediate execution and results. Quit shoving prospects into a clogged pipeline and start guiding them to customership.

Kirk has had a unique career from computer programmer to CEO. He has founded two companies, had direct responsibility for 200+ people and revenues in excess of \$100mm. His BS in Engineering and Executive MBA, combined with front-line experience, create an uncommon balance and outlook on the meaning of "Business Process."



Conquer the Sales Summit