

Mark Gaylor

Trainer, The ACT Group

12 Years

I believe fundamentally, in sales, business, and in life if you help others get what they want, you will ultimately get what you want. if you approach everyone you encounter both politely and respectfully with this concept as your sincere guide you can and will achieve the level of success you desire. Tune in to "W.I.I.F.M."

Finding out what is motivating your customer to buy is key to making the sale and part of the No-Pressure Selling® Process. Mark gets tremendous satisfaction seeing the "light bulb light up" when a class participant grasps a concept that he or she realizes will help them achieve their goals. And helping people reach their goals is second nature to Mark. When he's not training, he is usually involved in some kind of coaching. Mark has coached from 4-year old baseball players to 80-year old speed skaters and almost every age in between. "The pleasure is the same at all levels when an athlete young or old discovers that implementing a new skill I've taught leads to a level of success they didn't realize they could achieve." The same is true for his students.

Energy, enthusiasm and experience most accurately describe Mark. He has trained and coached over 10,000 sales and business professionals. In his own words, "I truly believe, if you help others grow, you will grow as a result of that effort. Helping people find the path to achieve their own personal business and financial success is very rewarding."

A recent graduate of one of Mark's classes inherited Mark's passion. Josh Rupp was a young man whose Territory Manager dragged him to class kicking and screaming as a last ditch effort before he left the industry. As a member of a family owned business, Josh shared he was tired (at the age of 27) of constantly being beat up by the competition over price. He started getting excited the afternoon of the first day of class and by the end of 4 days he was jumping out of his chair anxious to get in front of a customer. The first text from Josh was about as good as it gets; he had overcome objections and sold his first premium system. The trend continues much to the delight of his Mom (his boss) and his father isn't sure who this new guy is or how he does what he does, he just wants him to continue doing it.

Looking for your own success story? Let Mark show you how...

Questions?
Call me **TODAY!**
800.515.0034

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