



To grow revenue, you need a “full circle” approach to ad sales and sales strategy. This means bring clients in faster and retain them longer! Since 1996 I have helped media companies create revenue and grow the core strength of their ad sales teams. – Ryan



AD SALES OPTION #1: Video Based Training: Watch over 20 hours of my ad sales training videos on any computer. Then, discuss as a team. Plus, one new booster video each month. \$425. You can sign up for these video based classes online at www.360AdSales.com right now.

AD SALES OPTION #2: Phone Training: Six month CUSTOM ad sales training program via phone. One month at a time or an hour each week for six weeks. Easy to manage. Great for teams needing new ideas to boost sales or for teams that need a better sales process. \$2,450.

AD SALES OPTION #3: On Site Training: Ryan comes to your office for a day of 100% CUSTOM sales strategy and training. Plus, 6 months of phone call follow-up training! (See #2) \$4,500 plus travel. See topics below or we will customize the sales training program.

“We hired Ryan for ad sales training for our advertising sales dept and were very impressed. Ryan was engaging, energetic, knowledgeable, and professional. I thoroughly recommend his training and speaking services.”
- Bob Vrooman, SAGE Media, Los Angeles



“Ryan has been a huge help to my business. I appreciate his charisma, his guidance and his efforts. Any company large or small will benefit from his help.”
Nancy O'Brien, Sales, Aviation International News



Most Popular Ad Sales Training Topics:

1. The new media sales process for sales success
2. Selling the unique differences in your audience
3. Understanding social media and how it helps advertisers
4. Creating your online sales story for success
5. Selling traditional media when the advertiser only wants digital
6. Helping advertisers understand what eMedia they "really" need
7. What stats sell and how to use them to move the sale to a close
8. Secrets that work for leaving killer voice mails for advertisers
9. Time management for sales success, stop loosing 8 hours per week
10. Learn the ten critical questions to ask every advertising prospect