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Contact 800-331-1287

Dave Kahle Seminar for Sales Managers

Dave Kahle will be hosting a two-day [seminar for sales managers](#) in Countryside, IL, June 10 & 11.

The most under-trained person in the B2B world is the sales manager.

According to Kahle, "Our experience tells us that probably fewer than 10% of all sales managers have any education in how to do their job well."

Kahle says, "That causes all kinds of problems. Many sales supervisors, since they are unsure of how to go about their jobs, default to laissez-faire management – they abdicate the important decisions to the salespeople. Or, the company becomes frustrated with the lack of consistency in the sales processes, the absence of accountability in the sales force, and the difficulty in implementing change within the sales force." Kahle continues, "As a result, sales productivity suffers, as does the company's net profits and market share."

The seminar is built on the premise that no one has enough time in today's challenging economy. It is focused on the [Kahle Way® Sales Management System](#), which explores the five key processes that enable first-line sales/branch managers to excel at jobs for which they were not trained:

- Hiring new salespeople
- Coaching and counseling
- Setting individual goals
- Monthly conferences
- Managing the training and development of your salespeople

Dave Kahle is a consultant and trainer who helps B2B companies increase sales and develop their people. He speaks from real world experience, having been the number one salesperson in the country for two companies in two distinct industries. Dave has trained thousands of salespeople to be more successful in the Information Age economy. He's the author of over 500 articles, a weekly Ezine, and 7 books, including *Transforming Your Sales Force for the 21st Century* and *How to Become an Exceptional Distributor Sales Manager*.

Countryside, IL, June 10 & 11, 2010– will be Kahle's next appearance with the [Kahle Way® Sales Management System](#). For more information, contact The DaCo Corporation at 800-331-1287 or info@davekahle.com.