

# Sales Environment Learning Laboratory: S.E.L.L.™

Presented by  
Quantum Management

***"The single most important thing  
in being more effective  
in your life is to tell the truth  
about where you are not right now".***

***Douglas M. Yeaman***

See your time managed, as never before. Doing what you want,  
not what others want you to do.

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You will learn to recognize clients in a whole new  
light, and then only work with clients  
who are going to  
buy(sell) !

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You will learn how to get all the clients  
you want and how to get them  
to work exclusively with  
you !

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And much, much more....

# Sales Environment Learning Laboratory: S.E.L.L.

## Behavior: the Initiator of Success

Working efficiently will become second nature to you. Rather than “guessing, feeling and guesstimating” how you are doing. **You will Know, with a capital “K”** that each step you take -- finding your customers -- establishing whether they are for real -- determining their wants and needs -- opening and closing escrows -- is bringing you closer to your chosen goal.

You will learn the most beneficial way to use sales tools of proven value. In turn this will increase your productivity. You'll feel as comfortable with these tools as with a pair of old shoes.

On a daily basis you'll Know the sense of accomplishment and growth, both professionally and personally. You'll Know that competence and confidence spring from your own deep, internal conviction:

- ◆ **That working harder at what doesn't work , doesn't work!**
- ◆ **That working smarter, does!**
- ◆ **That relationships are the cornerstones of success!**

*"I can truly say that now I have the tools that give me the power and control to determine how I want to work, and with which type of buyers and sellers. And the results are fantastic! I learned more in one month than I did in an entire year."*

LAUREN CREMESCOLI  
THE PRUDENTIAL CALIFORNIA  
REALTY

*"The Quantum training has made me aware of how to work smart!! By using the program, I have had more time to do the things that I want and like to do, and still be extremely productive."*

JOE BOYER  
COLDWELL BANKER

## Freedom of Choice

In about three weeks you'll “Know” what works best for you. **You'll gain the freedom to choose** and set your own goals. You'll achieve mastery of the process of making and keeping commitments, and realize the direct relationship between this and growth in your business, day-to-day and spiritual life.

## Self Empowerment

When you **empower yourself** to take both charge of, and responsibility for your life, a whole world of choices will open up for you. As a result, you escape the drudgery of a “trapped” life. You choose when and how to be productive. And, you choose when to “kick back” without that gnawing feeling of guilt. It is possible to work less and make more money. Some of our graduates have increased their production as much as 300% to 400%. And, seven out of ten experience increases of between 40% and 60%.

*"Through the SELL program, I feel that I will be better able to deal with my clients and to be able to reach the goals that I choose to achieve. The SELL program makes you change the whole way that you do business, thus enhancing your skills with clients and expanding to a real professional level."*

NICOLE GULCH  
JON DOUGLAS COMPANY

## The Training Process

If you are willing to commit to yourself, make the concepts of this training your own and give them a fair chance to work, you will find that you have empowered yourself to be: "The Master of Your Soul, the Captain of Your Ship."

The Quantum concept is structured to bring out the power that is already within you. It is the kind of power that lets you look at life through your own eyes -- that lets you deal with life and business on your terms.

Additionally the training deals specifically with techniques that are critical to your success:

- ❖ **Organization and Time Management, which gives you a way of measuring your progress precisely.**
- ❖ **Effective Prospecting Techniques**
- ❖ **Converting Leads Into Sales**
- ❖ **Probing -- One-on-One Sessions With Clients**
- ❖ **Getting Buyers to Work Exclusively With You**
- ❖ **Increased Closing Ratios**
- ❖ **Decision Shaping — Structuring Transactions that are Relatively Problem Free**

## The Quality of the Training

The training director will be **Doug Yeaman**, who originated the Basic Quantum Concept. He is universally renowned for having conceived the dynamics of "Selling that Works." Staying current with the market realities he adjusts his techniques and fundamental approach to help you perform better by staying at the leading edge of the market. To tie it all together into a cohesive experience, you will be asked to "role-play" the techniques you have learned. He has personally trained over 80,000 real estate agents in his career as well as working with almost every real estate company in the country. His education is in physics and he is the author of the popular book ***The Power of Commitment***.

*At the end of the initial three week period, I had already made significant changes which I have continued to develop. Changes which have led to a great improvement in my productivity by freeing up my time and leading to my feeling as though I have a whole new career. I can't recommend it enough."*

STACEY MILLER  
REALTOR

## Knowing with a Capital "K"

At the end of the training you have a choice. You can decide to commit yourself to yourself. And, the principle of commitment will lead you to a Time Management System like you have never seen before. Its impact is to give you freedom to set and reach your goals, measure your progress and allow you to fully enjoy yourself when you work. By the same token, when you decide to not work you can enjoy that without reservation. The reason: You **know** where you are. You are in control of events. They no longer control you!

**YOU DETERMINE YOUR OWN PERSONAL OUTCOMES!**

For information on how to take part in this extraordinary experience: **TALK TO YOUR MANAGER or, CALL QUANTUM AT 619-454-3094**

*"Before Quantum, my productivity had plateaued for a couple of years. During the SELL training and its follow up workshops, I put enough transactions into escrow to allow me to almost inevitably double my income this year."*

GILLIAN REEVES  
THE PRUDENTIAL CALIFORNIA  
REALTY

*"The SELL training renewed my understanding of commitment and what it takes to be successful in real estate. It gave me powerful new skills to deal with buyers and sellers on my terms in a way that is beneficial for all parties involved."*

PAUL GUESS  
REALTOR



## How to Register

### IT'S EASY!

You can register by PHONE, FAX or MAIL

PHONE: (619) 454-3094  
FAX: the completed enrollment form  
to (619) 459-8671  
MAIL: the completed enrollment form to:  
Quantum Management  
3790 Via De La Valle, # 204  
Del Mar, Ca. 92014

#### Tuition:

The cost of the training is \$595.00 which includes Four full days of training, continental breakfast on the first day and a complete "Organization and Time Management System."

#### Location:

The entire training is held at the :



QUANTUM  
MANAGEMENT  
SYSTEMS

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To enroll, please clip this bottom portion and send it with the information filled in to:

QUANTUM MANAGEMENT SYSTEMS 3790 Via De La Valle, #204, Del Mar, Ca. 92014

*TO ENROLL BY PHONE, CALL US AT: (619) 454-3094*

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

WORK PHONE ( ) \_\_\_\_\_ HOME PHONE ( ) \_\_\_\_\_

METHOD OF PAYMENT: CHECK ENCLOSED \_\_\_\_\_ CREDIT CARD \_\_\_\_\_

CREDIT CARD # \_\_\_\_\_ SIGNATURE \_\_\_\_\_

**CANCELLATION POLICY:** Your deposit reserves the space and materials for the training and is non-refundable. You may, however, transfer to another scheduled training within one (1) year.