

Dan Robinson Bio

Manard Warren and Associates is recognized as one of the nation's foremost experts in Sales Call Reluctance® training and increasing salesperson productivity. **Creator of the Prospecting To The Top™ training program, Manard Warren is recognized as one of the nation's foremost experts in executive-access training for sales professionals.**

Our company specializes in sales and sales management training, training delivery, training design and development, talent assessment, recruitment services, coaching and train-the-trainers.

Manard Warren and Associates has been in business for over 17 years and partners with companies to help them increase sales productivity and new business sales. Clients include Verizon Wireless, Automatic Data Processing, Time Warner Cable, and Yahoo! HotJobs, to name a few. We find a fit when there is a challenge to motivate the sales force to initiate new contacts (i.e., prospect) more often and more effectively.

According to our clients, for every program we deliver we generally see a 30% increase in new sales appointments per week. Please check out our Results page on our website for more details:
www.ProspectingToTheTop.com.



DAN ROBINSON BIO

As the Co-Creator of the *Prospecting To The Top™*, Dan actively practices the concepts from the program on a daily basis. Working with Manard Warren and Associates for over 8 years, Dan's primary responsibility is prospecting for new business. He also facilitates programs and provides workshop support and follow up.

In October, 2000 he successfully completed the Management Training Workshop on *Overcoming Sales Call Reluctance®* and is accredited to use the SPQ*GOLD® and to teach *Overcoming Sales Call Reluctance®* also known as the *Fear-Free Prospecting & Self Promotion Workshop™*.

Prior to joining Manard Warren and Associates, Dan was the Head Golf Professional at Westchester Golf & Country Club in Boynton Beach, Florida and a Class A, PGA Member for 12 years. Dan attended college at Indiana University, Fort Wayne and Ferris State College majoring in Business Administration and Marketing.

Dan is located in Palm City, Florida and can be reached at Dan@ManardWarren.com.



For More Information, Please Contact:

- Dan Robinson at Dan@ManardWarren.com or (772) 286-9643

