



David Mattson

CEO, Sandler Training

The leading sales training company in the world

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Leadership: 3 Critical Areas That Mean Success or Failure

Mentoring: The Secret Weapon You're Probably Not Using at Work

- 3 reasons why mentoring will save a business
- 5 tips to tip top mentoring
- What are the common pitfalls (mistakes) of mentoring

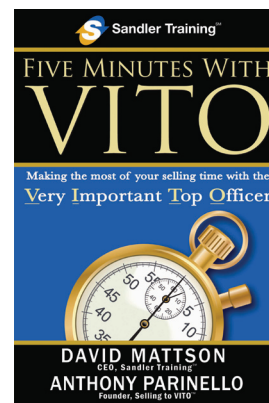
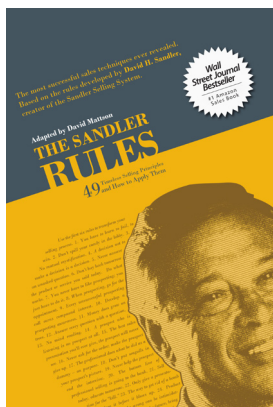
Managing People: How Employees Sabotage Your Business

- Why do some people persist in repeating negative behavior
- Why do some people seem to resist success
- How people process information and relate to others
- 3 tips for transforming employees gone wrong

Conflict: Productive v. Lethal Disagreements

- Typical conflicts and what they mean for your business
- Measurable consequences of conflict
- Early warning signs for conflict that might turn threatening
- Positive as well as negative results of conflict
- Tips for managing conflict

Dave Mattson is CEO and a partner at Sandler Systems, Inc., an international training and consulting organization headquartered in Baltimore, Maryland. Since 1986, he has been a trainer and business consultant for management, sales, interpersonal communication, corporate team building and strategic planning throughout the US and Europe.



Author of Wall Street Journal Bestseller: *The Sandler Rules: 49 Timeless Selling Principles and How to Apply Them*

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