

**Thursday, January 28, 2010**



## **Building the Sales Professional**

*Bryan Flanagan*

Understand what is required to achieve success in today's competitive environment. Bryan puts his real-world experience to work for you and your team.

Bryan Flanagan is a native of Baton Rouge, Louisiana, and a 1971 graduate of Louisiana State University.

Bryan began his career as a delivery boy for the IBM Corporation in Baton Rouge. He then invested the next 14 years with IBM as a salesman, a "people" manager, and a sales instructor at IBM's national training center.

In 1984, Bryan joined the Zig Ziglar Corporation in Dallas, Texas. For the next 20 years, he served clients in a variety of industries ranging from professional services to high tech to pharmaceutical companies.

In 2005, Bryan founded the Flanagan Training Group. In this capacity, he designs and delivers dynamic keynote presentations and effective training programs that improve individual performance, team productivity and organizational growth.

He understands what is required to achieve success in today's competitive environment. Bryan puts his real-world experience to work for you and your team.

One thing you can count on: Bryan has fun during his presentation AND SO WILL YOU - You'll laugh as you learn!!!

2:15 p.m.

For advertising  
sales people

