



---

**FOR IMMEDIATE RELEASE**

Media Contact: Susan Love  
408.867.6324 or cmg\_susanlove@yahoo.com

**ADVANCED SALES SCHOOL PROVIDES RARE OPPORTUNITY FOR  
SALES PROFESSIONALS TO PERFECT THEIR CRAFT**

*Next program takes place February, 7 - 9, 2011 in San Jose, CA*

**November 15, 2010, San Francisco, CA** — A challenging high-ropes course and instruction in Tai Chi by PBS star Lee Holden is not standard fare at most sales training programs, but as students of this popular program soon discover, the **Advanced Sales School** by M3 Learning, is not your typical sales training seminar.

For starters, this highly interactive program brings together sales professionals from a wide range of company types, sizes and industries for three days of intensive training on high-level sales skills. It's been referred to in the industry as a "Top Gun" facility for those whose aim is best in class. Indeed, the program covers the psychology of what it takes to succeed in sales, as much as the tactical tools of success that one needs to be a high performer in today's complex sales environment.

The program is the brainchild of bestselling author William "Skip" Miller, Founder and President of **M3 Learning**, a ProActive Sales and Sales Management Training Company based in Silicon Valley, CA. Miller put the program together after years of studying the performance characteristics of the world's top sales professionals. He was intrigued

(more)

about why some sales people were extraordinarily successful, while others, selling the same product and investing the same amount of time and energy, limped along; calling low, missing quotas, and getting stuck in their own pipeline.

The **Advanced Sales School's** core curriculum is designed around presentation, communication, selling, and personal development skill sets and gives leading performers the extra edge they need to push themselves into excellence. Fast moving and highly motivating, the course provides an in-depth review of the essentials while providing challenges above and beyond any standard sales program.

"We've discovered that no matter what the obstacles, every sales person holds within them the power to change anything. It's all a matter of desire and using the right tools at the right time," says Miller.

Miller, who heads the School, is regarded as one of the world's leading authorities on sales training. He is the author of the runaway bestseller, ***ProActive Sales Management***, as well as four other bestselling books. For 15 years, he has helped sales executives worldwide build a whole team of high-performing sales superstars. Today, more than 300,000 sales professionals from 35 countries have benefited from M3 Learning's proprietary sales resources.

The next **Advanced Sales School** takes place on February, 7 - 9, 2011 in San Jose, CA. For more information or to register, please call **866.462.5763** or visit [www.M3learning.com](http://www.M3learning.com).

###

#### **Note to editors**

For images, please contact Susan Love at [cmg\\_susanlove@yahoo.com](mailto:cmg_susanlove@yahoo.com).

#### **About Skip Miller**

Skip Miller is Founder and President of **M3 Learning**, a ProActive Sales and Sales Management Training Company based in the heart of Silicon Valley.

As President of M3 Learning, Skip has provided training to hundreds of companies in over 35 countries. He created M3 Learning to “make a salesperson better on each individual call.” M3 Learning’s signature selling methodology, ProActive Selling™, is unique in its high-definition focus on the *tactics of selling and proactive sales cycle control*.

Skip is also the author of the runaway bestseller, ***ProActive Sales Management***. Ranked number one in its class by Amazon, it has been translated into multiple languages worldwide and has become the classic textbook for Sales Managers, both new and seasoned alike.

Skip is also the author of four other bestselling books including ***ProActive Selling, Knock Your Socks Off Prospecting, Ultimate Sales Tool Kit, and More ProActive Sales Management***. He is currently at work on his sixth title.

### **About M3 Learning**

**M3 Learning**, headquartered in Silicon Valley, CA, is one of the most influential and successful sales management and training companies worldwide. More than 300,000 sales professionals in 35 countries have benefited from **M3’s** proprietary sales training resources. For more information, call **866.462.5763** or visit [www.m3learning.com](http://www.m3learning.com).