

## WHY TRAIN with Joe Teagh?

At TrainThem and Joe T Sales Advantage Programs we know our stuff!!!



Since 1986, our CEO and Program Developer, Joe Teagh has selectively recruited, trained and career placed 1000s of inexperienced Salespeople into careers within the Retail & Automotive Industry. These newbie Salespeople have gone on to forge highly successful Sales careers and generate strong revenue for themselves and their employing company by simply following the principals of Joe's training.

In 1973 – 1975, in a commission only industry, Joe in his early 20s was earning \$1000 - \$1200 per week when the average car salesperson was earning \$500 - \$600 per week. This he achieved through his self-developed sales techniques and initiative to bring clientele into the Dealership to create his own opportunities.

Joe's sales career accelerated quickly progressing from Sales Trainee into Management roles to Dealer Principal within 9 years. His Dealership was highly successful due to his ability to train his staff. After his Multi Awards winning career within the Retail and Automotive Industry, Joe in 1986 made his own career change and started his own Automotive Sales Training business then called Dealpath.

Many of Joe's former graduates are still in the Automotive Industry with many progressing into Management whilst others have used their Sales Training skills and knowledge to opened their own successful businesses.

Our Sales Training Programs are written and delivered by Joe Teagh himself for Australian consumers. Joe, naturally changes his program content regularly to reflect today's market and consumer behaviour.

***“Online Sell & Profit Training was set out very professionally. I found the layout very easy to follow and understand. There was never a time where I felt bored, the training kept me interested and wanting to learn.”***

***Ben Cairns – July 2016***



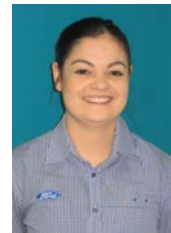
- “1. This program was very enlightening and opened my eyes up to all avenues of how to sell myself before a product.  
2. Showed me how to bring my talents to the front.  
3. How to listen to people before we speak and how to evaluate them.  
4. How to move onto all stages of selling to close a deal in any avenue of selling.  
5. Would be happy to recommend to any person or company.”***

***Geoffrey Ward – Founder and Operator of Robbo's Spare Parts from 1972 - 2014***

***“The biggest benefit of completing the Joe T Automotive Sales Program was that it gave me direction. Before I was working at Thomson Form as a Trainee and I felt a bit lost on the whole sales process. Now I feel that I have the skills to succeed in Sales.***

***I've 100% benefited from this course.”***

***Jacinta Canales – Sept 2016 Thomson Ford Sales Trainee***



***“10/10 The Sell & Profit Program is well put together and Joe did an awesome way to explain everything.”***

***“The Automotive Sales Training has helped me open up my knowledge to Sales and see the big picture on how things are actually supposed to be run compared to how I saw them as a customer. It has given me confidence.”***

***Angelo Sacriz – Sept 2016 Former Hair Stylist, now Automotive Trainee with Thomson Kia***

***“Joe T Automotive Sales Program certainly built my confidence up about car sales and gave me enough knowledge to feel good about starting my Traineeship.***

***The continuous support offered by Joe & Tricia is a big thing. Thankyou”***

***“The TrainThem online Sell & Profit Program was easy to follow, clear voice and rich slides. What I liked the most was Joe's Personal Story, for me it was very inspiring, especially since I am going through a similar situation. Joe definitely has a lot of experience which gives me confidence in the training. Also I can access it anytime, repeat it. No technical issues.”***

***Mark Alassam – Sept 2016 In Australia on Visa requiring Sponsorship now Automotive Trainee with Tom Kerr Automotive Group***

