

IN ONLY 4 YEARS  
WE'VE WORKED WITH

OVER **60** TEAMS



WE'VE  
CONDUCTED  
OVER

**150**  
SESSIONS

TRAINED MORE THAN  
**1,000**  
SELLERS

## CREDIBILITY

WE SAT IN THE SEAT. ALL OF OUR TRAINERS HAVE SOLD, TRAINED, AND MANAGED SPORTS SALES TEAMS.

## CUSTOMIZATION

NO TWO SESSIONS ARE THE SAME AND WE CUSTOMIZE EVERY SESSION PRIOR TO EACH VISIT.

## VERSATILITY

OUR TRAINERS HAVE VARYING EXPERTISE AND TENURE AND CAN COVER ANY SPORT SALES TOPICS.

## FOLLOW UP

WE CONTINUE TO SUPPORT OUR PARTNERS AFTER OUR SESSIONS TO ENSURE THE INFORMATION STICKS.

## NEW TECHNIQUES

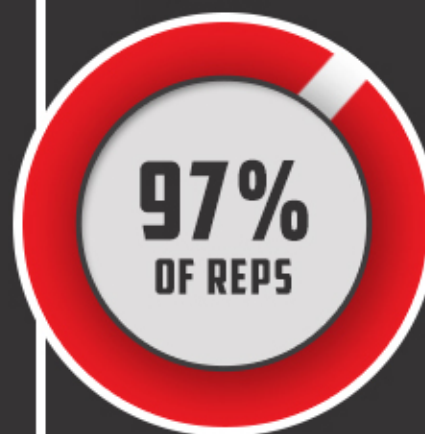
OUR TRAINERS TEACH MORE MODERN TECHNIQUES AND THE NEWEST SALES 2.0 INDUSTRY BEST PRACTICES.

## HANDS ON

OUR TEAM IS WILLING TO HOP ON CALLS, ATTEND APPOINTMENTS, AND GET INVOLVED IN THE SALES PROCESS.

## WHY WORK WITH US?

### SBS STATS



**WANT US TO COME BACK.\***

\*IN OUR 2018 POST TRAINING SURVEYS

OUR SALES TRAINING SESSIONS ARE COLLABORATIVE, INTERACTIVE, EDUCATIONAL AND FUN!

SBS  
TEAM



BOB  
HAMER



ADAM  
VOGEL



JOSH  
BELKOFF

“ Sports Business Solutions hit it out of the park! They did a great job connecting with our staff, building confidence in our reps and we all were impressed with the time they took to customize our training for our market. We look forward to having them back!



**Chris Colleary**  
Vice President, Ticket Sales & Service  
Buffalo Bills

“ Sports Business Solutions' skill set and expertise were a great match for our training needs. The agenda was customized and delivered with exceptional quality. Their ability to connect with sales reps from all backgrounds, reinforce current training and sales processes, while adding new material has transformed the way our sales reps work and increased their productivity.



**Nick Richardson**  
Manager, Inside Sales  
Texas Rangers

“ Sports Business Solutions came to Spurs Sports and Entertainment to train all 6 of our sales teams. Their energy, industry knowledge and ability to connect to our sales teams made the training one of the most effective I have ever seen. SBS' real-life experience with multiple properties as well as their ability to train all levels of sales representative provided us with new tools to continue to close more business.



**Lindsay Beale**  
Associate Director of Business Development  
San Antonio Spurs

TO BOOK SPORTS BUSINESS SOLUTIONS FOR SALES TRAINING, CONTACT MIKE RUDNER TODAY AT [MIKE@SPORTSBUSINESS.SOLUTIONS](mailto:MIKE@SPORTSBUSINESS.SOLUTIONS)