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### **BLS Launches New T.E.A.M. Selling Program**

Butler Learning Systems (BLS), a publisher of sales training, is rolling out a new approach to team selling this summer. T.E.A.M. Selling™ is a powerful, three-day sales training program designed to provide your sales teams with the disciplines and structure to achieve success in a complex, changing world of sales.

Customer Buying Teams will continue to grow and multiple touchpoints are needed from the Account Selling Teams to influence the sale and build long lasting relationships. The account manager cannot do it alone anymore and be effective; especially with key accounts. Today, sales teams must be in position to "match up" with the buying teams to offset and counter the customer's position of strength and power.

Bob Butler, President/CEO of BLS said, "These are challenging times right now and sales teams need training on structure and disciplines, especially in the area of team selling. I'm excited to be able to offer 50+ years of field experience, featuring only the "Best Practices" on team selling tools." BLS has compiled its top-of-the-line curriculum to create the most comprehensive, up-to-date T.E.A.M. Selling™ program on the market today. Bob added, "Allow our sales mantra in T.E.A.M. **T**ogether **E**ach **A**chieves **M**ore become the framework to build world-class sales teams with a customer focus."

Headquartered in Dayton, Ohio, Butler Learning Systems (BLS) has changed the lives of thousands of professionals with their highly interactive workshops and hands-on approach toward adult learning. Offering over 30 innovative programs in Sales, Service and Leadership Development, BLS has been delivering customized training solutions for over 50 years. For more information, call 888-298-7462 or e-mail [kmorano@butlerlearningsystems.com](mailto:kmorano@butlerlearningsystems.com). For additional information on the programs and services offered by Butler Learning Systems, and to access our e-book on T.E.A.M. Selling™ please visit our website at [www.butlerlearning.com](http://www.butlerlearning.com)

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