

Request A Speaker



Glenn helps individuals who are on their own, or part of a larger organization, overcome the roadblocks keeping them from reaching their definition of success. He feels if you know the "Why" you can overcome the "How." Glenn follows a simple process of defining where his client wishes "to be" in comparison to his/her current "as is" status.

Most Popular Topics

- **CAMPERS & CLIMBERS-CONVERT YOUR TEAM TO CLIMBERS:** Do you already have a successful business, but can't figure out how to grow? Change your ways, protect what you've built, and get back your desire to grow!
- **4 STAGES OF GROWTH-THE SILVER BULLET FOR DEVELOPING PRODUCERS:** Anyone in a sales role is in pursuit of the "silver bullet" for success, the one factor that will make them unstoppable.
- **LEADERSHIP COMPETENCY DEVELOPMENT-INTERACTIVE WORKSHOP:** Implement consistency across the enterprise from attitudes and beliefs to strategic outcomes.
- **RECRUITING BEHAVIORAL MAPPING-PLAN, CREATION & EXECUTION:** Learn a scalable and trackable custom GPS or compass to crush your recruiting objectives, right down to daily behaviors.

Client Testimonials

Sandler training is working. I can't even begin to describe the difference in my sales life. I have control, I have confidence, and I have a measurable system. I've set more appointments with less calls than ever before. Being able to pick up the phone, dial a prospect, and not be afraid or feel like I have to ask permission to do my job - that alone is worth its weight in gold. Sandler is the best buying decision I have ever made."

Alexis L. Evans, Business Development Executive, Manifest Solutions

"Glenn and his team have been a valuable resource in helping us think strategically about growing our business from her forward. They have challenged us to do things differently and have produced tremendous results over a short period of time. I truly look forward to spending time with Glenn on the phone and having him challenge my current thinking and process. I would highly recommend that people get involved in the process with Glenn and Sandler Coaching."

Scott Sparks, Founder and CEO

Sandler Training
Mattson Enterprise, Inc.

mattson.sandler.com/speaker



Sandler Training

Glenn Mattson
glennm@sandler.com

631-726-3537