



Motivational Training and all inclusive Recruiting are integral to business success. VTR Consulting LLC's motivational training is a simple relational approach that is based solely on Human Relations Theory and Group Dynamics Theory. Pay attention to people and involve them in what you do. It increases sales and promotes customer service.

Online recruiting provides efficient talent assessment right to your e-mail inbox.

Career Services offers the practice and confidence for job placement.

VTR Consulting LLC will train in- house or off- site anywhere in the U.S. and Canada.

- Customer Service Excellence
- Basic Selling Skills
- Senior Selling Skills
- Motivational Topic Workshops
- Sales Coaching
- Recruiting
- Career Services
- Social Media Content Creation



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ABOUT VTR CONSULTING

Jim Vogel spent over two decades with Ford Motor Company in a wide array of internal communication positions including Employee Involvement (EI) Facilitator and Business Editor. Jim also served as the Chairman of the Ford International Newsletter Editors (FINE). While working full-time, Jim earned his A.S. in Applied Science, his B.A. in Business Psychology-University of Michigan, and his M.A. in Organizational Communication- Eastern Michigan University as an evening student. In the late 1990's, he became an Adjunct Lecturer at the University of Michigan.

In 1999, Jim moved from Detroit, MI to Apex, NC with his family. While considering employment options including university lecturer, he got into the automotive retail environment; first in sales and customer service where he sold over 600 vehicles in three and one-half years, and later as a national sales trainer for Hendrick Automotive Group in Charlotte, NC. In 2005, he was appointed the Director of Training and Recruiting for the Hendrick Cary Auto Mall in Cary, NC.

Following his passion and with vast experience, Jim left Hendrick after almost 10 years, and he started his own motivational customer service and sales training company. In 2008, Jim founded VTR Consulting LLC (www.vtrconsulting.com) so he could support a broader array of sales teams grow success. VTR offers a simple systems approach to training that focuses solely on the relationship building process. VTR calls the process: "The House of YESES"

Jim has also been an Associate Faculty member of the University of Phoenix.



Jim Vogel

CLASSES AND SERVICES

CUSTOMER SERVICE SKILLS:

Customer Service Skills integrates two categories: Classic Customer Service Skills with a focus on positive listening, and positive attitude; and Hybrid Customer Service with the added component of facebook and twitter that improves communication and customer satisfaction.

BASIC SELLING SKILLS:

Basic Selling Skills is a three- five day fundamentals boot camp that is geared to new and experienced salespeople. The class includes role-play, coaching and follow up. The Journey to the Sale, Needs Assessment, and Closing are trained and discussed.

SENIOR SELLING SKILLS:

Senior Selling Skills is an accelerated two day course that reaffirms basic selling with the commitment needed to close deals. Objections, stalls, and put offs are explained and role-played.

MOTIVATIONAL TOPIC WORKSHOPS:

These confidence building topic workshops include: Customer Service Excellence, Listening Skills, Social Networking, Relationship Building, Social Media Content Writing, Leadership, and Prospecting for New Business among others. These motivational sessions are customized to any length and audience.

SALES RECRUITING:

The most time consuming manager responsibility is day- to-day recruiting and hiring assessment. VTR manages the online ads, pre- screens qualified candidates, and delivers resumes, summaries, and interview times to the manager's inbox.

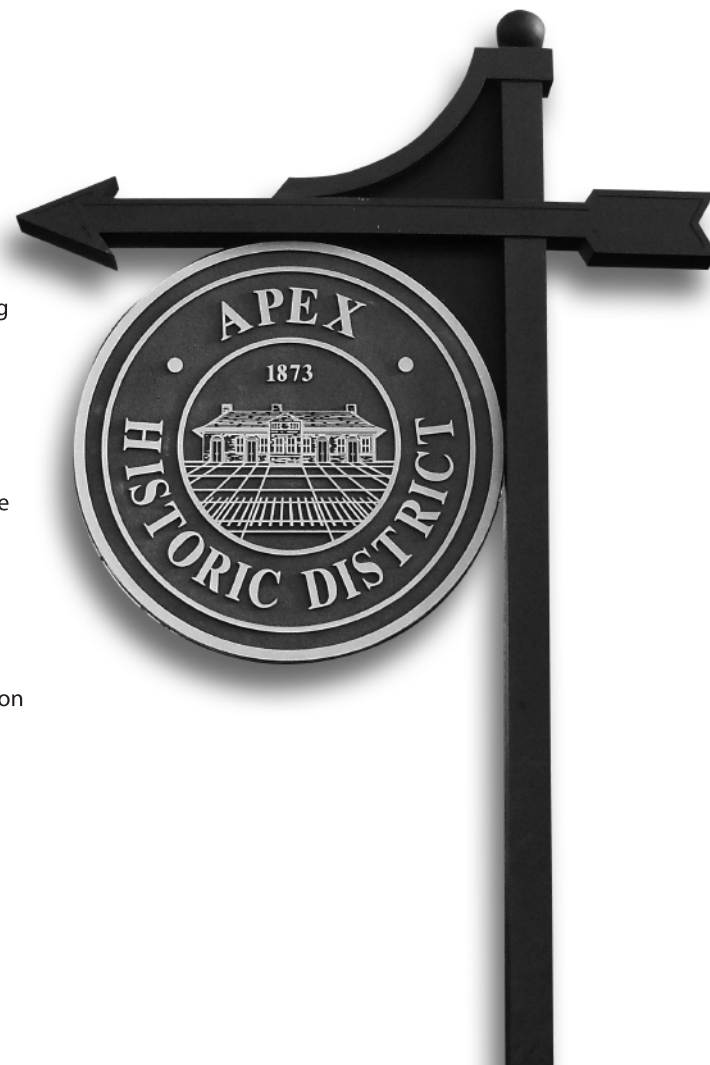
CAREER SERVICES:

Practice job interviews, resume assessment, and placement advice help posture candidates to find the best career based on want and need. We make you competitive.

SOCIAL MEDIA CONTENT CREATION:

Blog creation, Twitter and Facebook content jump starts your business for a solid e-presence on the internet.

"The temptation to boiler plate my training like the big guys is very attractive. But I am not one of them, nor do I want to be."



**Training for Success
Recruiting the Future**