

## How You Can Get Mr. Prospect to FIRE His Current Broker ... And HIRE You.

Dear Carolyn,

Have you moaned and groaned about that 'bad boy incumbent,' that has a death grip on the BIG accounts you've tried to get ... but failed?

Well stop whining – and change it to a victory cheer, like Kevin:

"21-year relationship BUSTED! Through the use of The Wedge Sales Process, we broke up a 21 year relationship that a CEO of a large non-profit had with his current insurance broker."

- *Kevin B Palermo, Huntington Insurance*

You may think I made this up, but you'd be wrong.

It's only one of many, many real life stories from students, who have learned my techniques and strategies ... [to STOP selling and START winning.](#)

Time is of the essence ... it's one thing none of us have enough of, including me.

I have to jump on a plane now, but I wanted to tell you that I'm going to be teaching a workshop in August – in Plano, TX.

[You should be there, if you're a moaner, instead of beating incumbents regularly.](#)

Unless you've got this all handled, you NEED my 2 ½ day workshop. You'll get to role-play, with classmates, until it becomes second nature.

You'll also get my popular Role Play CD ... priceless.

In addition to all you get, during the workshop – you'll get plenty of support

AFTER the workshop is over:

1. A forum, with your fellow classmates and me. Ask questions, discuss with others. It's two weeks, after the workshop.
2. Email support for two full months. Ask your individual questions and get individual answers.
3. 100% guarantee. If you get nothing from the workshop and role playing -- just hand in your materials at the end of the workshop and get every penny back.

Carolyn, unless you're already unseating incumbents, left and right, and walking away with a BOR sometimes ... you **NEED** what I'll teach you.

[Go find out what ALL you'll learn.](#)

See what others have to say about their successes, after attending this workshop.

It's beyond theory. It works. And we'll do a lot of role-playing, so you'll begin to have 'body memory.'

Practice, practice, practice ... until it becomes second nature. Just like walking.

OK, gotta go ...

Dedicated to your success,

Randy Schwantz  
CEO  
The Wedge Group

P.S. Remember the **100% guarantee** ... and also the follow-up forum and TWO full months of post-workshop email support.

P.P.S. You'll get my highly-acclaimed book, ***The Wedge: Stop Selling and Start Winning*** (40 dollars).

I'm also giving you a free copy of my coveted Role Play CD (100 dollar value). One of the examples on this (the black Suburban) practically ensures you a

BOR.

**[Get registered.](#)** Then get your plane ticket and hotel reservation. You don't wanna miss this August workshop.

Randy Schwantz, CEO, The Wedge Group  
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