



Champions see every challenge as an opportunity

Champions dedicate themselves to prepare for success. Are you ready to live your life as a champion? Let Bo show you how.

Are your revenues slumping? Does your staff or sales team drag themselves into work? Are you discouraged because your people don't seem to think beyond their next paychecks?

If you're ready to set new goals and get your players in championship form, what can you do? Call in **Bo Blankenship** to train and inspire your team.

Over the past 25 years, Bo has transformed businesses through his unique goal-setting programs, bottom-line-oriented sales training, and top-level leadership expertise. Bo will show your team how to push results well past the goals you set.

Bo Blankenship

How Bo Gets Everyone Focused on Goal Setting

Bo's program helps your team reach their goals gradually and enjoy doing it, too. Striving to attain these goals turns ordinary days into opportunities to take giant steps forward.

"By using Bo's follow-up system, we have seen a 67% increase since we started. His TEAM concept is the best all-for-one cause."

— Lane Nichols, Owner, Dodge, Chrysler, Jeep, Alaska

"Due to Bo's training, we've had an increase of 37% in sales. Our staff is treating our customers with care. They are coming back and asking for more."

— Sam Eubanks, Owner, Sight and Sound, Jacksonville, Florida

How Bo's Systems Get Sales Results that People Love

Follow the systems that Bo delivers and you'll brag about the results. Not only does he communicate effective sales techniques, he stresses how to excel in follow-up and future sales. You'll reach the top when you embrace his programs—and you'll become another fan of Bo's.

**To Fail or to Succeed is A Choice—
To Choose Success, Contact Bo Today**

1-866-824-5258 or 1-907-244-7355
www.boblankenship.com — bo@boblankenship.com

"Bo taught me why believing in yourself is so important and why you should always set your goals high."

— Bob Wells, Alaska, Big Bear Bed and Breakfast

Bo's personal accomplishments speak volumes:

- 9 Military Leadership Medals
- World Karate Champion, 1982
- Founding member of Army Culinary Arts Team
- World Champion Chef, 1984
- Officer/Board Member in four non-profit organizations
- Cancer survivor four times

In his professional career, Bo has excelled in sales, training, management and more:

- Trained over 10,000 people as the president of Better Education Sales Training (BEST)
- Supervised up to 100 sales and support staff as general manager in automotive dealership
- Won Dealership Manager of Quarter four times and Sales Professional of the Year, 1999

Bo Blankenship

“Bo makes you feel as though you can overcome anything – from tears to laughing out of control.”

— Duane Epton, *Alaska Airlines Magazine (AK)*, Anchorage, Alaska

“Since using Bo’s training system, we have seen a 49% increase in our over all sales.”

— Jim Stillwell, Owner, *Nationwide Insurance*, Arkansas

How Bo Lights the Fire of Motivation in Your Business

Bo battled with and overcame cancer not once but four times. In a similar way, he helps your team understand how to conquer challenges and apply the same principles to their struggles. Your people will feel inspired to set high goals as they triumph over their obstacles.

“Bo showed my sales force how to overcome just about ever objection you could come up with. His system has increased our sales by 12 to 15% every year that he teaches us.”

— Ross Baldwin, Owner, *Auto Sales Dynamic*, Salt Lake City, Utah

“Bo, by using your proven system, my sales have doubled in just 6 months. I look forward to your next visit to see if I can triple them.”

— Beth Freed, *Century 21*, Alaska

Let Bo Show You How to Lead by Your Actions, Not Your Position

Leadership is never defined by a title, but by the actions you take. Using real-life examples of great leaders in history, Bo shows your team members how to lead from whatever position they have. His principles apply to everyone—from the homeless to the president of the United States.

“What an awesome and simple process this is. BEST has doubled my business to 2.3 million in my 3rd year in business. I can now fall in love with selling again.”

— Dr. Peggy Marshall, *Concept Counseling*, Cincinnati, Ohio

Get in the Game with Bo

Bo Blankenship’s enthusiasm for life transfers to his goal-setting messages and passion for training, speaking, and coaching. From his native Arkansas to his home in Alaska and dozens of states in between, Bo knows what it takes to excel—and he loves to share it.

“Bo has increased our sales by 34%. His excitement and enthusiasm can’t be touched!”

— Walter Fields, *Real Estate*, Canfield, Ohio

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Bo has worked with people from the following companies and can help yours, too:

Chevron

Ford Motor

AIG

Conoco Phillips

Fed Ex

Starbucks

AFLAC

Marriott International

General Mills

AT&T

Sherwin Williams

Cisco

Nordstrom

Alaska Airlines Magazine (AK)

Levi Strauss

Auto Nation

Automax

Asbury Automotive Group

Larry Miller Group

Pepsi CO

General Mills

Hershey

Tyson Food

McDonald’s

Pizza Hut

Wendy’s International

La-z-boy

AIMCO

Harrab Entertainment

Clear Channel Communications

