



Outsell Consulting – Long Beach, CA



Member Overview

OutSell focuses intensely on delivering the most results-driven management, sales and customer service training and consulting projects available anywhere, at any price. 10 of the Fortune 50 companies are clients of OutSell.

OutSell works with high-performing sales and customer service companies such as CPS Insurance Services, Morgan Stanley, Hotels.com, Time Warner, Bank of America, and Merrill Lynch and many more in multiple industries. OutSell has delivered over 18,000 training events around the world and trained thousands of executives, sales people and sales managers to help them improve performance, enhance the customer experience and increase company results.

Every OutSell project is focused on improving the customer experience by helping its clients manage performance in a more effective way, and implementing management best practices that generate continuously improved performance. The end result is that OutSell clients learn how to create loyal and profitable clients for life.

Member Value Proposition

OutSell helps sales and customer service teams improve their bottom line results by combining timeless fundamentals with current best practices to produce customized sales, service, coaching and leadership training programs and tools. Relevant, impactful training combined with diligent coaching and follow up instill the desired behaviors that lead to improved results.

Member Leadership

- » G. A. Bartick – President – ga@outsellconsulting.com
- » Paul Bartick – paul@outsellconsulting.com

Sales Training

OutSell sales training is customized to meet the challenges and goals for each client. Through an intensive discovery and development process with client leadership and top performers, we combine best practices with fundamental consultative selling principles to produce sales processes, training content and selling tools that are relevant and immediately useful.

Customer Service Training

Our programs focus on generating a world-class customer experience during every customer interaction. We accomplish this by working with every level of the organization to make sure that all efforts and resources are aligned to maximize the impact of the point of customer contact.

Executive Coaching

OutSell executive coaching is a one-on-one program designed to help executives define and utilize the fundamental leadership skills that will make the biggest impact on their team's performance. Customized to address the executive's priorities, challenges and goals, the emphasis is on implementation and execution of highly practical leadership and coaching habits.

Sales Management Training

Most managers are accustomed to generating results through their own hard work and skills. However, as the responsibility and complexity of their job grows, their effectiveness is limited by how well they are able to focus the sales energy of their entire team and consistently provide timely coaching and performance feedback.

Member Contact Information

Outsell Consulting, Inc.

5318 East 2nd Street, #408 • Long Beach, CA 90803
310.372.1348

www.OutsellConsulting.com • info@OutsellConsulting.com