



## ***Versatile Sales Person Sales Skills Course***

**Second Semester at Channel University is voted the most enjoyable and entertaining class thus far!**

The second semester course work at Channel University, *The Versatile Salesperson*, received very positive comments from those who participated in this two day workshop on learning to recognize and deal effectively with the various different types of personalities that they encounter in their business and personal lives.



**Jo Ann Balesano  
Professor Emeritus**

On behalf of the more than three dozen students who attended the Versatile Sales Person class at Channel University, Rathsburg would like to formally thank Ms. Jo Ann Balesano. All of us greatly appreciate her taking a full week out of her busy schedule to come to our offices in Chicago and teach us this course. We will be a much more effective Sales Team as a result of the insights and techniques that we learned from her. Ms. Balesano has certainly helped the people of Rathsburg achieve our business and development goals. Thank you very much!

“Regarding our training meetings last week, I thought the Wilson Versatile Sales Person training was especially beneficial. The class really provided an awareness of oneself, and how to better interact with customers, principals, etc. I can see where this training will be put to use with suppliers and customers. I thought the time spent was very valuable. Jo Ann Balesano was delightful as the Instructor!” . . . . .Becky Szalwinski

*Channel University is an Operating Group of Rathsburg Associates, Inc.*

## The Versatile Salesperson (VSP)

Analytical — Amiable — Driver — Expressive

What Social Style are they?

