

Sales and Business Development Professionals Resources

10/1/18, Stacy Sacco, sasacco@aol.com, 505-489-2311, © 2018 Sacco Connections LLC

Sales Training Programs:

Sales Course (BA2226), CNM Workforce Training Center, www.cnm.edu
contactcenter@cnm.edu, 505-224-3000

Dale Carnegie, <http://newmexico.dalecarnegie.com/>
Victor Delgado, victor_delgado@dalecarnegie.com, 505-340-6282

Professional Selling (MGT384), UNM Anderson School of Management, www.mgt.unm.edu
Stacy Sacco, Lecturer I, sasacco@unm.edu, 505-489-2311

New Horizon Albuquerque, Sales Force, <http://www.nhalbuquerque.com/search/keyword/sales,sales.albuquerque@newhorizons.com>, 505-830-7100

Referral Institute, Santa Fe, <http://santafe-nm.referralinstitute.com/index.php/en-us/products/>
Susanne Kennedy, susanne@referralinstitutesantafe.com, 505-603-2066

Sandler Sales Training, www.salazar.sandler.com
Andrew Salazar, Owner, Andrew.salazar@sandler.com, 505-264-3154

Local Related Professional Associations:

- ABQ Sales and Business Development Professionals Meetup, <https://www.meetup.com/ABQ-Sales-and-Business-Development-Professionals/>
- American Advertising Federation, www.aafnm.org
- Association of Fundraising Professionals, <http://afpnewmexico.afpnet.org/>
- National Speakers Association, New Mexico Chapter, <http://powerofthevoice.com/>
- New Mexico American Marketing Association, www.nmama.org
- Public Relations Society of America, <https://www.facebook.com/NMPRSA>
- Toastmasters International, www.district23.org
- UNM Department of Communications & Journalism, <https://cidept.unm.edu/>

Local Authors, Books and CDs:

Lenann McGookey Gardner, www.youcansell.com

- Got Sales? The Complete Guide to Today's Proven Method for Selling Services
- Driving to the Sales Meeting
- Win More Clients – The Complete Guide to Today's Proven Methods for Selling Services

Eddy Mindlin, Sales Coaching, <http://eddymindlin.com/>

- Revealed! Smartselling Strategies

Robin Fisher Roffer, www.robinfisheroffer.com

- Make a Name For Yourself: 8 Steps Every Woman Needs to Create a Personal Brand Strategy
- The Fearless Fish Out of Water: How to Succeed When You're the Only One Like You
- Your No Fear Career

Jan H. Stringer and Alan Hickman, www.perfectcustomers.com

- Attracting Perfect Customers
- BEE-ing Attraction