



Glynn Rodean, President, CEO and Founder of New Vision Sales Inc., is a speaker, trainer and consultant to dealers and companies across the country. Glynn and NVS have helped to significantly increase opportunities, sales volume and gross profit by providing an unrivaled skill based solution to dealers of all sizes. Glynn's experience in sales and business development reach back to 1987 with a career focused in the automotive industry since 1994. His success in car sales has taken him through the ranks of general, sales and business development management. From his dealership, regional and national sales leadership of consistently selling between 40-50 cars a month to general sales management, Glynn found his passion in business development and training when he installed his first BDC in 1998 which helped to not only push an entire sales staff to over 20 cars each, but they broke national records by selling over 400 vehicles at a store that normally produced under 100 sales. This first BDC led to years of improvement and development into what is now a simple and practical process of producing appointments that show and sell. As a director of business development and training, he developed his experience and success into a process that when properly implemented and managed, continues to prove how much he can help Dealerships and companies to maximize the effectiveness and profitability of their marketing efforts.

From his experience of training and managing everything from small BDCs to national call centers, Glynn saw the need to supply dealers with a turnkey solution to all business development needs. He is the industry expert for Auto Dealer Monthly magazine on business development and Glynn's motivational speaking and training stem purely from his extensive sales and Business Development experience. The [NVS system](#) turns a complicated business into a simple and practical solution by developing Skills Not Scripts™. NVS has a training center and live BDC in metro Charlotte, NC where visitors get to put their skills to the test with our "train the trainer" process for workshops with BDMs and Team Leaders.

Companies around the country have benefited from Glynn's experience in seminars, conventions, print and training videos. With his keystone of communication skills, Glynn presents a dynamic and practical application of success driven tools, rather than scripts, for more effective influence and persuasion. Experience has provided Glynn with an ability to transmit a new way of developing talent and business. Glynn has a proven track record of turning a staff into a team, leads into deals and jobs into careers with his "why" based system that is second to none!

Glynn is also co-founder of NVS CRM, NVS Mobile CRM and NVS IT Consulting services.

The results are proven and the benefits of developing people and processes, rather than scripts and rebuttals are indispensable. More information about NVS training, BDC services, products and partners can be found at www.NewVisionSales.com.