

# Glynn Rodean

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President and CEO of New Vision Sales Inc. - a speaker, trainer and consultant to dealers across the country. Glynn and NVS have helped to significantly increase showroom traffic, 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 both sales and BDC and 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 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 we help NVS clients maximize the effectiveness and profitability of marketing efforts.

Glynn founded a company called The BDC in 2004 which was later incorporated as New Vision Sales Inc. in his hometown of Fort Mill, SC. The company name was chosen to exemplify the spirit of Glynn's vision of not seeing things as they are...but as they can be. From his experience of



training and managing national call centers, Glynn saw the need to supply dealers with a turnkey solution to BDC needs. After extensive ground work, and countless dealers success stories Glynn has transferred his motivational and extensive sales and Business Development experience and into a simple and practical that by developing [SkillsNotScripts.com](http://SkillsNotScripts.com). We have our own training center and BDC in metro Charlotte, NC. Visitors use our training and business development center and find great value in utilizing our training session in our real live BDC! Glynn has developed a "train the trainer" process for our visiting clients as well as workshops for BDMs and leaders Dealerships 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. He also writes as an industry expert in one of the country's most

respected magazine. 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! He is also the Co-Founder of the **Hybrid™ BDC!** The results are proven and the benefits of developing people and processes, rather than scripts and rebuttals are indispensable. More information about NVS training can be found at [www.SkillsNotScripts.com](http://www.SkillsNotScripts.com) & BDC In-house or Out-sourced management at [www.NewVisionSales.com](http://www.NewVisionSales.com).