

Taking Sellers & Leaders to the Highest Level



Bob Freeman is a career seller. After 20 years of sales in radio and television and six in cable, he migrated from the corporate world to private enterprise as a consultant to the radio and television industry. Drawing on his vast experience in sales and sales management, Bob developed the unique Blueprint Series of customized sales and leadership trainings and coaching.

Our Blueprint Series includes sales and leadership training programs as well as personalized coaching services. Each Blueprint is customized around your team's specific challenges and strengths. Our interactive, high-intensity programs are designed to let you hit the streets immediately with the tools and strategies you've gained.

B BLUEPRINT | FOR HIGH-LEVEL SALES PERFORMANCE

Learn proven strategies to identify and focus on your most important tasks, improve your client relationships, and increase your revenues with our customized sales trainings.

B BLUEPRINT | FOR HIGH-LEVEL LEADERSHIP

Stop getting mired down in processes and learn to think and act strategically. We'll share unique, time-tested approaches to help you lead, motivate, and take charge of your team's future.

B BLUEPRINT | FOR HIGH-LEVEL COACHING

Are you looking for an outside perspective, a trusted partner, a chance to address a challenge with an expert on your side? We'll customize a coaching program that best suits your working style and professional needs.

CLIENTS EXPLAIN HOW THE BLUEPRINT SERIES HAS INCREASED SALES AND IMPROVED PERFORMANCE

Recently our local sales manager and I participated in the Freeman Training Systems Blueprint for High-Level Leadership Training. We enjoyed that it was not just a lecture, but a group discussion among many sales managers.

*Kristy Santiago, General Manager
KJCT Channel 8
Grand Junction, Colorado*

We are spending more quality time in front of clients asking them much better and deeper questions than we were before – and we're seeing dramatic results with increased revenue and longer-term investments.

*Leah Wolfe, Regional Sales Manager
CableOne Advertising
Sioux City, Iowa*

Bob's system is simple and direct. It is truly a blueprint for success. We began making money immediately. Take advantage of him before your competition does!

*Tim D'Angelo, Vice President/General Manager
Via Media
Columbus, Ohio*

Bob's training has given me valuable ideas and strategies that have grown my core business and strengthened my client relationships. I've been able to grow my largest accounts even bigger.

*Shan Bookstaff, Senior Account Executive
Charter Media
Madison, Wisconsin*

