

# ADS Consulting

## Shredding & Storage Workshops



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## Shredding & Storage Workshops

\*Come Experience a "NO HYPE" environment . . .

\*Come Experience the true fundamentals

of the records management industry . . .

\*Come see it, feel it and experience it . . .



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From the President...

# The Shredding & Storage Workshops

Come Experience the true fundamentals  
of the records management industry...

*Are you thinking about starting your own shredding company? Do you want to experience one place where you can find all the basics of the industry?* Come experience the fundamentals of the exploding records management industry. Whether you have on-site or off-site questions, these basics will follow you throughout your career. Attendees come from all over the world to learn from a real working business and leave with a new idea of how their business will work in their geographic area. I strongly support Allegheny equipment because of the quality and service she has received over the years. Ironically, the idea for the workshops came from the response from an article published in the Shredder Industry Report by Allegheny several years ago. "People would call me from all over the world asking questions about how to price, sell and set up the business. I knew that there had to be a way to give prospective entrepreneurs the information needed to start a shredding company. We have taken a number of clients who are already in business, but may be losing money, or need a competitive edge. Some have sent us their new sales people who need training".



The opportunities to learn how to sell this business and "keep it simple" are great! Do your sales associates know what to say to their clients? Do you know what NOT to say? Do you want to know? Do you want to learn how to convince your clients that you are the best choice for their needs? Come join us today and experience it!!!

### No "Hype" here!

Clients will not experience "inspirational speakers" or "hype" from sales people. One to four days of information is offered and is based on each Client's need. The classes are held at her facility offering each client a "hands on" feel of an actual working company. "We don't ask people to sit in a hotel conference room to learn the industry. They get to see real drivers, real equipment and real circumstances."

Hours are from 8:30 am to 4:30 pm daily. Meals are provided each day by suppliers that service ADS, allowing Clients to ask real questions from real vendors of the industry. Call today for more information!!!

*"Your "no Hype" hands on method is FANTASTIC! Having spent a number of years in sales and participating in more than a few "sales training" seminars, I truly appreciate your straight forward approach." NC (Aug., '08)*



*"Your shredding school came at the perfect time for me. I had done the homework and research, but nothing compared to experiencing the real thing! To be with you people for three days and experience the operation, gave me a huge head start." Maine (Feb., '06)*

### Curriculum

Each Client will see how our operation is run every day!! Our curriculum covers:

- On Site or Off Site
- Pricing
- Sales
- Marketing
- Equipment and more!!



Call us today to schedule your visit to learn the industry or train your employee!!!  
We also have Storage workshops too!!

**Phone: 1-877-5ASKADS**



'08 PRISM conference, Alaska



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*"Whatever is true, whatever is noble, whatever is right...  
Put it into practice." Phil 4:8*