

About Us

ZOOMSELLING™ is the brand name of a strategic selling system developed by Skip and Georgie Normand, co-founders of *Normand & Associates*. Highly effective for producing significant and sustainable results quickly, customized **ZOOMSELLING** programs have been field proven in many countries and markets around the world.

Normand & Associates is a private firm based in the Washington D.C. area specializing in the development and facilitation of customized sales, and sales management training programs. Clients include hundreds of companies ranging from global giants such as **GE, AT&T, Shell, FedEx, Volvo-Mack,** and **Marubeni,** to national and regional companies in many countries.

Skip Normand, cofounder and SVP of *Normand & Associates*, held marketing, sales, and sales management positions with Coca-Cola USA, Mack Trucks, and Caterpillar prior to founding the company with his wife, Georgie. A well-known sales and marketing consultant, trainer, and keynote speaker, Skip co-authored, with Georgie, **Breaking Competitive Accounts**, a highly popular sales training program.

Georgie Normand, M.A., cofounder and SVP of *Normand & Associates*, was formerly the Director of Training for a major pharmaceutical firm. Georgie holds a Master's degree in Education and works with Skip in the areas of needs assessment, course development, and training program customization. She has an extensive background in the design of dynamic and effective programs that produce measurable and sustainable results.

A few of our clients...



Skip Normand



Georgie Normand

Offices in Fairfax, VA and Mandarin, FL
Associates in U.S. and Other Countries



Hundreds of Companies
Thousands of Success Stories