



APRIL 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			1	2
				Office closed At 12noon
5	6	7	8	9
	7:30-9:00am EARLY BIRD 9:00am-Noon PHONE CLINIC 1:00-4:00pm PAIN WITHOUT PAIN			
12	13	14	15	16
	7:30-9:00am EARLY BIRD		9:00am-Noon ROLE PLAYING 1:00-4:00pm SELL MORE, SELL MORE EASILY	
19	20	21	22	23
	7:30-9:00am EARLY BIRD 1:00-4:00pm QUALIFY OR DISQUALIFY			
26	27	28	29	30
	7:30-9:00am EARLY BIRD 9:00am-Noon MONKEY PAW 1:00-4:00pm CONTRACTS WHY & HOW			

PHONE CLINIC

Learn the techniques that will make you more effective when selling or booking appointments over the phone.

PAIN WITHOUT PAIN

Having trouble getting people in real Pain? Maybe you are in as much Pain as they are. Come figure out how to stop empathy.

ROLE PLAYING

The only way to get comfortable with the system is to use it. There's no better place to practice than the safe environment of SCI. Work with other members under the guidance of an SCI instructor.

SELL MORE, SELL MORE EASILY

Learn how to shorten the cycle, raise your closing rate, make more money, and have more fun doing it all. Sound interesting, come and find out more.

QUALIFY OR DISQUALIFY

Determine as quickly as possible whether the person on the phone or across the table will ever buy from you.

MONKEY PAW

Would you rather sell a small job at a profit to begin a relationship—or walk away with a “future”?

CONTRACTS WHY & HOW?

Are you losing control of the process? Still getting stalls and objections? Learn how to eliminate these difficulties.

SALES CONCEPTS, INC.

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SELL MORE.