



AUGUST 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
2	3	4	5	6
9:00am-Noon HOW TO MULTI TASK 1:00-4:00pm SOFTENING STATEMENTS	7:30-9:00am EARLY BIRD			
9	10	11	12	13
	7:30-9:00am EARLY BIRD	9:00am-Noon DISCOVERY CLINIC 1:00-4:00pm COMPLEX SALES CLINIC		
16	17	18	19	20
	7:30-9:00am EARLY BIRD	9:00am-Noon SELL MORE, SELL MORE EASILY 1:00-4:00pm SELLING TO GROUPS AND COMMITTEES		
23	24	25	26	27
	7:30-9:00am EARLY BIRD 1:00-4:00pm GET OUT OF YOUR COMFORT ZONE			
30	31			
	7:30-9:00am EARLY BIRD			

HOW TO MULTI TASK

Need help dealing with the stresses that come along with overloaded work days? Come get a lesson on how to multi task and reprioritize throw out the day.

SOFTENING STATEMENTS

Need help with Softening Statements? Come get help from a trainer.

DISCOVERY CLINIC

Learn how to get your prospects to discover their pain and your "fix" for it.

COMPLEX SALES CLINIC

Long sales cycles? Multiple decision makers? Buying committees? You will discover how to successfully apply the system and get them to understand the value.

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.

SELLING TO GROUPS AND COMMITTEES

Having trouble selling to board of directors? Come see how the system can help if you have non-employee or affiliated third parties selling your products or services.

GET OUT OF YOUR COMFORT ZONE

Develop the drive, energy, focus and guts to move beyond your plateaus.

SALES CONCEPTS, INC.

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SELL MORE.