



FEBRUARY 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1	2	3	4	5
	7:30-9:00am EARLY BIRD 9:00am-Noon GET INVITED IN 1:00-4:00pm CONTROL THE SALE			
8	9	10	11	12
	7:30-9:00am EARLY BIRD		9:00am-Noon ATTITUDE BEHAVIOR JOURNAL 1:00-4:00pm NEW SUB	
15	16	17	18	19
	7:30-9:00am EARLY BIRD 1:00-4:00pm THE BUDGET CLINIC			
22	23	24	25	26
	7:30-9:00am EARLY BIRD	9:00am-Noon NLP 1:00-4:00pm PAIN CLINIC		

ATTITUDE BEHAVIOR JOURNAL

Is the behavior leg of your BAT Triangle too short? Spend three hours building a plan, designing your own cookbook, and learning how to keep a journal

CONTROL THE SALE

You can control the sale and help the prospect discover his true needs, save time and be happy. Or give him control, spill your candy, write proposals and lose the order anyway. Here's how to get and keep control.

GET INVITED IN

Learn phone techniques that create the prospect's urgency.

NEW SUBMARINE

Learn the fine points of the "New Submarine" and hear why improvements were made. Discover how the changes will make you more effective on your next sales call.

N.L.P. (NEURO LINGUISTIC PROGRAMMING)

In The Right Track you learned the basics of N.L.P., come see how you can master this aspect of Bonding & Rapport to increase your prospects comfort and close more sales.

PAIN CLINIC

Having problems with the system? You might not be getting your prospects to feel enough pain. Learn the techniques and language that will get them sharing their real needs for your products or services.

THE BUDGET CLINIC

Trouble finding budgets or talking about money? Learn what it takes to get all the money on the table before you present.

SALES CONCEPTS, INC.

26600 DETROIT RD, STE 260 • WESTLAKE, OH 44145

440-575-7000 • 800-346-3724 • WWW.SALESCONCEPTSINC.COM

SELL MORE.