



JANUARY 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
				1 Office closed for New Years' Day
4	5 7:30-9:00am EARLY BIRD 9:00am-Noon SELL MORE, SELL MORE EASILY 1:00-4:00pm GOAL SETTING	6	7	8
11	12 7:30-9:00am EARLY BIRD 9:00am-Noon CONTRACT CLINIC 1:00-4:00pm DELIVERING BAD NEWS	13	14	15
18	19 7:30-9:00am EARLY BIRD 1:00-4:00pm FINDING THE REAL PROBLEM	20	21	22
25	26 7:30-9:00am EARLY BIRD	27	28 9:00am-Noon TRASH REMOVAL 1:00-4:00pm SYSTEM RULES	29

CONTRACT CLINIC

It's simple: No "contracts", no control, no sale. Learn how to build the right kind of clearly understood agreements with prospects. End mutual mystification and "think it over" surprises.

DELIVERING BAD NEWS

So we screwed up... learn how to turn a relationship ending mistake into the guarantee of business for years to come.

FINDING THE REAL PROBLEM

Tired of prospects blowing smoke? Frustrated with put-offs and lies? Learn to get past their hurdles and close more sales.

GOAL SETTING

Having trouble coming up with a written plan? Spend 3 hours planning the rest of your life.

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.

TRASH REMOVAL

You know the move... Why won't the words come out of your mouth? Come learn how to erase those self-limiting old "tapes".

SYSTEM RULES

This is a series you can and should be coming to over and over. Examine each of the system rules and see how they apply in your sales world. Each session is different from the one before.

SALES CONCEPTS, INC.

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SELL MORE.