



JULY 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			1	2
5	6	7	8	9
Office closed in honor of the 4th of July	7:30-9:00am EARLY BIRD 9:00am-Noon POWER OF NETWORKING 1:00-4:00pm BOXING NOTES			
12	13	14	15	16
	7:30-9:00am EARLY BIRD		9:00am-Noon QUALIFY, CLOSE, AND PRESENT (QPC) 1:00-4:00pm NURTURING CLINIC	
19	20	21	22	23
	7:30-9:00am EARLY BIRD 1:00-4:00pm CONTRACT CLINIC			
26	27	28	29	30
	7:30-9:00am EARLY BIRD 9:00am-Noon ROLE PLAYING CLINIC 1:00-4:00pm FULFILLMENT STEP			

POWER OF NETWORKING
Learn how to prospect effectively through referrals, network groups, and social media sites during this workshop.

BOXING NOTES
Learn how to control the appointment, organize your thoughts, and stay on your track by taking notes.

QUALIFY, CLOSE, AND PRESENT (QCP)
This advanced system clinic helps ensure that you never present before your prospect has the pain, the money and the power to make a decision.

NURTURING CLINIC
You constantly hear us say "Nurture, Nurture, and Nurture". Come figure out what we mean and how to use it to your advantage.

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.

ROLE PLAYING CLINIC
Need a little more practice with Negative Reversing or other specific tools? The only way to get comfortable with the system is to use it. Come work with other members under the guidance of an SCL instructor.

FULFILLMENT STEP
Need help in the presentation stage? Come focus on fulfillment.

SALES CONCEPTS, INC.

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