



JUNE 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
	1 7:30-9:00am EARLY BIRD	2 9:00am-Noon DECISION CLINIC 1:00-4:00pm LINKEDIN	3	4
7	8 7:30-9:00am EARLY BIRD 9:00am-Noon NO MORE COLD CALLS 1:00-4:00pm PENDULUM THEORY	9	10	11
14	15 7:30-9:00am EARLY BIRD	16 9:00am-Noon HANDLING INCOMING CALLS 1:00-4:00pm NEW SUBMARINE	17	18
21	22 7:30-9:00am EARLY BIRD 1:00-4:00pm NURTURING CLINIC	23	24	25
28	29 7:30-9:00am EARLY BIRD 9:00am-Noon STRIPPING LINE 1:00-4:00pm NEGOTIATION SCI STYLE	30		

DECISION CLINIC

Hidden decision makers? After you present is too late to discover other players. Come master the decision compartment.

LINKEDIN

Looking to advance your social networking? Come to this 3 hour course on how to leverage LinkedIn.

NO MORE COLD CALLS

Discover how to master the system for prospecting without ever making a cold call. Need we say more?

PENDULUM THEORY

We will teach you how to secure positive prospects, turn around negative prospects, and get those frustrating neutral prospects moving.

HANDLING INCOMING CALLS

Who are the most dangerous prospects? Positive Prospects. Learn to avoid the pitfalls when your phone rings.

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.

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.

STRIPPING LINE

Have you mastered the art of the Strip Line? If you are like many of our clients you vaguely understand the concept but rarely really use it. Spend three hours understanding and practicing some of Sandler's most powerful techniques including Stripping Line, the Negative Reverse Sell and the Pendulum.

NEGOTIATION SCI STYLE

High Level Negotiation Skills
—WIMPS need not attend.

SALES CONCEPTS, INC.

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SELL MORE.