



MARCH 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
1	2	3	4	5
	7:30-9:00am EARLY BIRD 9:00am-Noon QCP 1:00-4:00pm SOCIAL MEDIA			
8	9	10	11	12
	7:30-9:00am EARLY BIRD 9:00am-Noon BUILDING BLOCKS OF SUCCESS 1:00-4:00pm TONALITY			
15	16	17	18	19
	7:30-9:00am EARLY BIRD	9:00am-Noon MONEY CLINIC 1:00-4:00pm LISTENING SKILLS		
22	23	24	25	26
	9:00am-Noon EARLY BIRD 1:00-4:00pm TRADE SHOW SELLING			
29	30	31		
9:00am-Noon HAPPY WITH HORACE 1:00-4:00pm SETTING CONTRACTS	9:00am-Noon EARLY BIRD			

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.

SOCIAL MEDIA

Looking to advance your social networking. Come see how to leverage Twitter, Facebook, LinkedIn, and other sites to work for you.

TONALITY CLINIC

The manner in which we say what we say is more important than the words we use. Discover how to invoke sincerity, trust and honesty by using the correct tonality.

BUILDING BLOCKS OF SUCCESS

Learn the pieces required to construct a complete and effective system.

MONEY CLINIC

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

LISTENING SKILLS

Develop the ability to hear and identify Pain Indicators during conversations with prospects.

TRADE SHOW SELLING

Apply the system so that you leave the show with qualified leads.

HAPPY WITH HORACE

If you have ever lost a brand new account to the existing vendor you need to be in this class. No pain no change also means, no pain with Horace, they stay with Horace.

SETTING CONTRACTS

Canceled appointments? No Repeat Business? If prospects and customers don't do what they say they will, you need to learn to set better contracts.

SALES CONCEPTS, INC.

26600 DETROIT RD, STE 260 • WESTLAKE, OH 44145

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

SELL MORE.