

Sales Development ^{5-Part} WEBINAR SERIES

Presented by Sid Chadwick, Chadwick Consulting, Inc.

Every other Wednesday starting November 30, 2011 12:00 Noon – 1:00 p.m.

- Wednesday, November 30, 2011 - Perceived Customer Value & Your Company's Differentiation
- Wednesday, December 14, 2011 - Account Research Resources & How to Obtain That First Appointment
- Wednesday, January 4, 2011 - Improving Information Gathering & Making Unlimited Successful Sales Calls
- Wednesday, January 18, 2012 - Creating Long Term Commitments & How to Obtain Referrals
- Wednesday, February 1, 2012 - Creating Successful New Employees & Developing a Successful Sales Team

Development of new business should be the top priority in today's business climate, regardless of your company's business condition, location or size. This webinar series is designed to provide new resources for sales development including **new ways of seeing**, **new ways of thinking** and **new ways of performing** in order to become the preferred supplier of record for target accounts.

Plan on signing up your entire sales team and use these webinars as discussion points for your next sales meeting. For the small investment of \$45 per company and one hour's time you will hear a number of ways on how to increase sales from current customers and gain new customers.

New business is created when we identify the profile of prospects; when we research and understand their markets, and when we communicate new options to the prospects of how our company can contribute to their improved business performance.

Who Should Attend:
All new and seasoned sales people, Sales Managers, Presidents and Owners.

For more information or to register contact Rose Dorado at (323) 728-9500, Ext. 231 or email her at: rose@piasc.org.

REGISTRATION FORM:

Yes! Sign us up for the "Sales Development Webinar" on the following date(s):

- Nov. 30th Dec. 14th Jan. 4th Jan. 18th Feb. 1st

Name: _____ Name: _____

Company: _____

Address: _____

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Phone #: () _____ Fax #: () _____

Email: _____

*Cancellation must be received within 48 hours of the program for refund.

Return to:

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Phone or Fax registration to:

Phone: (323) 728-9500, Ext. 231
Fax: (323) 724-2327

Email registration to:

rose@piasc.org

or register online at: www.piasc.org

Fee: \$45 per company per webinar

- Bill the Company
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