

Dignified SalesTM Training Course

Next Course Starts
Wednesday, January 7th

Session 1: Wednesday 1/7/09

- ✦ Sales Skills Assessment
- ✦ Dignified SalesTM kick-off
- ✦ Success in Sales

Session 3: Wednesday 1/28/09

- ✦ Prospecting Fundamentals
- ✦ Planning Your Success Part 1

Session 5: Wednesday 2/11/09

- ✦ Getting Appointments
- ✦ Planning Your Success Part 2

Session 7: Wednesday 2/25/09

- ✦ Discovering Wants and Needs
- ✦ Building the Case for Action

Session 9: Wednesday 3/11/09

- ✦ Overcoming Obstacles for Continued Success in Sales
- ✦ Sales and Marketing Strategy

Session 2: Wednesday 1/14/09

- ✦ The Buying/Selling Process
- ✦ Your Personal and Professional Growth

Session 4: Wednesday 2/4/09

- ✦ Prospecting: Advanced Techniques
- ✦ Communication Skills

Session 6: Wednesday 2/18/09

- ✦ The Introduction
- ✦ Gaining Favorable Attention

Session 8: Wednesday 3/4/09

- ✦ Presenting Benefits and Consequences
- ✦ Getting Commitment and Follow-up

Session 10: Wednesday 3/18/09

- ✦ Sales Skills Assessment
- ✦ Advanced Business Development Strategies
- ✦ Advanced Networking Technique

10 weeks of World-Class Sales Training and Development
Classes are every **Wednesday from 6-8pm**
(except no class on 1/21)