

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)