

# Insight into On-Site & On-Line in 2009!

## Brand New Web Seminar Series

Featuring National Sales & Marketing experts Kerry Mulcrone and Meredith Oliver

Looking for fresh ideas and sales techniques? Look no further! Kerry and Meredith will present 6 web seminars (approximately one hour each; all web seminars will begin at 11:00am EST) that cover the following topics:

1) **Personal & Professional Business Plans – February 19, 2009**

What is your 2009 Personal Resolve? Begin with a fresh Personal and Professional Business Plan. Learn how to create and develop your "Preferred 2009 Future".

2) **What is your P.C.C. Quotient: Prospecting, Creativity, and Calling? -- April 16, 2009**

These are an Art as well as a Science; see how you can master turning the ordinary call and conversation into prospective new business.

3) **Collaborative Selling -- The Sales Process vs. Buyer's Journey -- June 18, 2009**

Make the Sales Process work for you considering today's new buyer and their new Sales Journey. Listen in to understand how you can match the Sales Process to the new Buyer's Cycle.

4) **How to Win the Battle of Indecision -- August 20, 2009**

Tune in for great ideas that will help you work with today's buyers; their stall tactics and ambivalence. Get Buyers off the fence by conditioning them to make decisions!

5) **The Power of Persistence and Persuasion -- October 15, 2009**

Are you bound and determined; in for the long haul; tenacious and unshakable? Buying cycles are longer...Learn to position yourself for the delayed sale!

6) **The Keys to Great Customer Service and Experiences -- December 10, 2009**

8 Keys to acquiring the natural desire for delighting customers and gaining referrals.

These seminars require a high-speed Internet connection and each seminar is recorded for your convenience. The recordings are delivered via email with a link for download and require a computer that plays Windows Media files. You may view each seminar unlimited times. A participant guide is included for each web seminar.

**Questions about our web seminars? Call Amy at 321-285-1660 ext. 3 to request more information.**

**Order NOW! Limited Connections Available!**

This series will sell out **FAST!**

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