



Utah Chapter



Gain the Edge with Your Sales Process

Join Mike Neklason of Sandler Training for a 2-hour strategic Sales Clinic and Workshop for both selling and non-selling professionals, managers and executives who need to raise the bar in their sales and business development efforts. Between seller and prospect, you can either lead, follow or get stepped on. Traditional selling techniques often place the sales professional in the awkward position of responding to the prospect's initiatives, rather than confidently managing the sales process. Sandler Training offers the professional an arsenal of unconventional selling strategies and techniques where you appear very different to a prospect.

Topics to include:

- Taking control of the sales process
- It's your behavior that matters most
- Eliminate prospects telling you they will "think-it-over"
- Execute questioning techniques that turn the prospects into clients
- Getting decision makers to actually make decisions

Date: Wednesday, March 10, 2010
 Time: 11:00 am – 1:00 pm (Lunch included)
 Place: ABC Office
 2130 South 3140 West, Suite B, West Valley, UT 84119
 Cost: \$35.00 ABC member \$45.00 non-member
 Non-ABC members must pre-pay
 RSVP: Jodi @ ABC – Phone (801) 708-7036, Fax (801) 708-7038
 Email: jfrank@abcutah.org

(An RSVP constitutes a financial commitment to ABC. NO SHOWS will be billed if cancellation is not received 24 hours prior to event)

Yes, I/we will be attending:

Company _____

Name _____ Name _____

Name _____ Name _____