

Shredding the Competition Sales Workshop

June 15-16, 2010



Tuesday, June 15, 2010

- 12:00-1:00 Kickoff Networking Lunch (Sponsored by Kilch Enterprises)
- 1:15-2:15 %Why Cold Calls Suck and What to do Instead.+(Ray Barry)
- 2:15-3:00 %o great Tools to Grow Your Business NOW!+(Ray Barry)
- 3:00-3:15 Break
- 3:15-4:00 %How to Create or Become a Top Performer.+(Ray Barry)
- 4:00-5:00 %ffectively Utilizing Social Networking to build Know, Like & Trust.+(Jeff Green)
- 5:15-6:30 Networking Cocktail Reception (Sponsored by Shred-Tech)

Wednesday, June 16, 2010

- 7:30-8:30 Continental Breakfast (Sponsored by ASI)
%Utilizing Technology to Stand Apart from the Crowd.+(Jim MacMillan)
- 8:30-9:15 %Bump up Your Profits- The Five Pillars of Success+(Tino Fluckiger)
- 9:15-10:00 %Creating the Ultimate Client Experience.+(Nick Wildrick)
- 10:00-10:15 Break
- 10:15-11:00 %ffective Business Communication.+(Marylee Jacobs)
- 11:00-11:30 %The Objections & How to Handle Them.+(Ray Barry)
- 11:30-12:00 %Goal Setting for Owners and Sales Professionals.+(Ray Barry & Nick Wildrick)
- 12:00 Closing & Adjourn