

BUILDING LEADERS SALES UNIVERSITY

During the pandemic, Rick Davis has been busy creating powerful new material to make your sales team more effective for all times. See him at the height of his game at the Building Leaders Sales University.

▶ WHAT HAPPENED

Unprecedented product shortages, price fluctuations, labor scarcity, and rising demand produced the perfect storm of sales challenges.

▶ WHAT REALLY HAPPENED

In reality, the strangest market in our history didn't create sales problems, but instead revealed them. Salespeople struggled to manage expectations and hold pricing in a highly favorable sellers' market.

▶ WHAT WILL HAPPEN

During this program salespeople will learn to negotiate effectively; prospect efficiently; build profitable market share; and manage a better customer experience during these difficult times and for all time.

▶ CURRICULUM CONTENT

- Sales 101** – Defining Top-Level Sales Performance
- Sales 201** – Building Skills Sets for Recurring Situations
- Sales 301** – The Science: Metrics for Predictable Future Results
- Sales 401** – Introduction to the Art of Selling:
Fundamentals of Listening & Presentations

▶ SUSTAINABILITY OFFER

Ask about our supplemental offer for leadership intervention where the outcome will be a complete transformation of your sales processes that endures.



▶ REGISTER TODAY!!!

Seating is limited for health reasons
10% discount for groups of 4 or more...

E-MAIL: ELLICE@BUILDINGLEADERS.COM
CALL: 312.833.0124

BUILDINGLEADERS.COM

PORTLAND, OR
**OCTOBER
5-6**

CHICAGO, IL
**NOVEMBER
30 - DEC 1**

**INVESTMENT:
\$1675/PERSON**





SALES UNIVERSITY REGISTRATION FORM

Name: _____

Company: _____

Company Address: _____

City, State, Zip: _____

Office Phone: _____

Cell Phone: _____

Preferred Email: _____

AVAILABLE SESSIONS: (Please check session you will attend)

- October 5-6 Portland, OR
- November 30-December 1 Chicago, IL

PROGRAM INVESTMENT

\$1675 per Individual

PAYMENT

I will pay with a check - make checks payable to Building Leaders, Inc.

Bill My Credit Card: **Visa** **MC** **Amex**

Name: _____

Address: _____

Card Number: _____

Expiration Date: _____ **V Code:** _____

Zip Code: _____

ACCOMMODATIONS

We have secured a discounted room rate for you and will make your reservation.

Check-In Date _____ **Check-Out Date** _____

Note: The hotel will charge you directly for your room and incidental expenses.

Return registration form to: ellice@buildingleaders.com

...or Call: 312.833.0124

...or Mail: Building Leaders Inc.
PO Box 408263
Chicago, IL 60640