

Learn How Your Company Can Sell it's Way Through the Down Economy

and arrive stronger and more profitable on the other side

A series of our Webinars by Dave Kahle

Webinar #1: How to increase market share by focusing your sales efforts

For principals and sales executives April 7, 2009 3:00 – 4:30 PM Eastern

WEBINAR COMPLETED

You'll gain a practical understanding of how to find the potential in this market and how to direct your sales force to it. You'll end up with a specific action plan to guide your efforts.

Webinar #2: How to restructure your sales system to gain market share

For principals and sales executives April 14, 2009 3:00 – 4:30 PM Eastern

You'll gain a practical understanding of your sales system, start to create a specific new offer, and gain an approach to revising two key components of your sales system: your sales compensation plan, and your view on the job of the outside sales person. You'll put all this together into a specific action plan.

Webinar #3: How to improve the performance of your sales force

For principals and sales executives April 21, 2009 3:00 – 4:30 PM Eastern

You'll gain a practical understanding of how to change the behavior of an established salesperson, how to upgrade their skills, and how to add new salespeople to the mix. You'll create a specific action plan.

Webinar #4: How to survive and thrive by selling smart in a difficult economy

For salespeople and sales managers May 1, 2009 3:00 – 4:30 PM Eastern

Salespeople will understand the specific practices and processes they can use to grow their sales in this difficult economy.

**How Your
Company
Can Sell Its
Way
Through
the Difficult
Economy**

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by Dave Kahle

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