

Filling Your Sales Funnel

Learn how to:

- Identify and reach "suspects" in your target market.
- Develop your message.
- Choose your mix of cold calling & networking
- Turn "suspects" into "prospects."
- Get referrals - and handle them well
- Develop "Centers of Influence."
- Monitor the effectiveness of your sales efforts.
- Build your funnel to know your future sales,
- Set - and *achieve!* - effective goals.

2011 sessions: Jan 27, April 8, Sept. 15

2010 sessions: Mar 11, May 26, Sept. 17

2009 sessions: June 23, Sept. 10, Oct. 29

Previous participants have said:

A great reminder and refresher of successful networking, referral, and/or prospecting ideas. This was very beneficial!

Heather Carr, Account Executive, Iron Mountain

Great refresher & brought new focused ideas for consideration

Cathy Haukedahl, VP Business Banking & Branch Manager, Flagship Bank

I am excited and motivated to implement the ideas and concepts presented

Lorri Wolfe, VP Sales & Marketing, AiTech

Great insight and overview of finding, filling, and closing leads in the sales funnel.

Kent Dunham, Dir. Of Business Development, Practical Management

Organized, relevant, and immediately applicable

Colette DeHarpporte, Owner, On-Point Lasers

A great breakdown of the numbers game that sales is, and how to improve those numbers.

Nicole Jechorek, Brothers Office Furniture

Great information session on getting back to the basics of sales!

Courtney Spicer, Professional Education Manager, Rasmussen College

Informative, educational, thought-provoking and encouraging. Can't wait to share "Filling the Sales Funnel" with my sales team!

Lynn Rivera, Mintahoe Hospitality

Effective "Back to the Basics" of filling a quality sales funnel.

Chris Parnell, Senior Account Executive, Minnesota Mailing Solutions