

## Joe Ellers Sales Seminar-August 15, 2008 St. Louis, MO

### **“How to Keep a FULL Sales Pipeline”** -For Sales Pros & Their Managers-

**NOTICE**...In April of this year, in a landmark event, Joe Ellers spent 2 days with a select group of sales professionals & managers from around the country who represented a variety of different industries...The response from attendees was so impactful that, we are hosting a one day event to further the results into even more new & exciting strategies for making more sales in today's market condition.

**Here's What's On the Agenda:** (This will NOT be a repeat of the April event, it's all new content)

- **Clear & Steady Focus on WHERE to get Business...**A cross-industry look at innovative markets, who else is buying what you're selling and how to tap into markets your team is NOT working.
- **How to Get the Inside-Scoop & Learn More About New and Prospective Customers...** How to REALLY find out what they need and want so you go in 'armed' with the right tools, data and have a clear competitive advantage.
- **How to Develop Strong Business Cases**—With references to get people to do 'something different'
- **How to Schedule Prospecting Activities for Maximum Effect**
- **How to Increase “Opportunity-Finding” Activities** Get out of the 'quote' business and into the Sales business... Joe's new approach on REAL 'opportunity finding'
- **How to Squeeze More Sales Calls into Every Day**—by streamlining the sales call process (or simply do the same number of sales calls in less time)
- **How to Manage Your Personal Pipeline**—How to maximize Opportunities- into-Sales by proper pipeline management techniques.

If you want your team to be exposed to ideas, solutions and sales strategies that are working spectacularly well outside your industry, strategies that you can be the first to use in your business arena, and giving your team an almost unfair advantage over your competitors, that's what's in store at this Live seminar.

Joe, Thanks for the Sales-Pipeline Strategies & the rest of the great information & tools you've shared with our guys. Just thought you'd like to know our sales are up by 251% from a year ago, have held steady for 4 months running. This awesome growth for us. Thanks Brad Roderick, Exc. VP, IntCycle

Over Please--

**Joe Eilers LIVE Sales Excellence ENCORE Event-**  
Friday August 15, St. Louis MO, 2008

Registration  
Deadline  
Approaching

**Reservation Form**

Name: \_\_\_\_\_ Title/Position \_\_\_\_\_

Company: \_\_\_\_\_

Mailing Address \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Day Time Phone: (    ) \_\_\_\_\_ Email: \_\_\_\_\_

**Registration Information-**

**Price Per Person: \$595.00**

**April 2008 Attendee-Company Discount: \$200**

2. We are sending \_\_\_\_\_ Sales People
3. \_\_\_\_\_ We qualify for the 10% discount for 5 or more people (can not be combined with past attendee discount)
4. Total: \$ \_\_\_\_\_ Enclosed check or Charge on credit card
5. Please provide names and positions typewritten on a separate sheet.

**Please Bill My Credit Card: FAX to: 864.654.8527**  
**(Please print clearly in block style print)**

Name on Card: \_\_\_\_\_

Company: \_\_\_\_\_

Card # \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Type of Card: \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address for Card: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Day Time Phone: (    ) \_\_\_\_\_ Email: \_\_\_\_\_

**Please Accept My Enclosed Check Payable to Consulting Associates**  
and Mail to: PO Box 1294 Clemson, SC 29633

**Fax or Mail With Payment to: 864.654.8527**

If you have questions, please leave a message at: 864.654.3997

**EVENT DETAILS: 1 Day Seminar starting at 8 am & ending at 6 pm local time. St. Louis Airport Hilton**