

SMART SALES INSTITUTE

WORLDLEADERS

Course Schedule— Second Quarter 2017

April 2017:

- 6th - Advanced B2B Consultative Selling
- 13th - Account Penetration for Key Accounts Selling
- 20th - Lead Generation/Prospecting Skills
- 27th - Presenting & Closing Skills

May 2017:

- 4th - Advanced B2B Consultative Selling
- 11th - Account Penetration for Key Accounts Selling
- 18th - Lead Generation/Prospecting Skills
- 25th - Presenting & Closing Skills

June 2017:

- 1st - Advanced B2B Consultative Selling
- 8th - Account Penetration for Key Accounts Selling
- 15th - Lead Generation/Prospecting Skills
- 22nd - Presenting & Closing Skills

Class fee is \$995

\$395 – Sales Evaluation Fee – (only required to be taken one time and can be used for any/all classes within one year).

All class durations are 8:00am EST to 4:30pm or 5pm EST.

Breakfast and Lunch served for all classes.

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Course Schedule— Third Quarter 2017

July 2017:

- 6th - Advanced B2B Consultative Selling
- 13th - Account Penetration for Key Accounts Selling
- 20th - Lead Generation/Prospecting Skills
- 27th - Presenting & Closing Skills

August 2017:

- 3rd - Advanced B2B Consultative Selling
- 10th - Account Penetration for Key Accounts Selling
- 17th - Lead Generation/Prospecting Skills
- 24th - Presenting & Closing Skills

September 2017:

- 7th - Advanced B2B Consultative Selling
- 14th - Account Penetration for Key Accounts Selling
- 21st - Lead Generation/Prospecting Skills
- 28th - Presenting & Closing Skills

Class fee is \$995

\$395 – Sales Evaluation Fee – (only required to be taken one time and can be used for any/all classes within one year).

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Course Schedule— Fourth Quarter 2017

October 2017:

- 5th - Advanced B2B Consultative Selling
- 12th - Account Penetration for Key Accounts Selling
- 19th - Lead Generation/Prospecting Skills
- 26th - Presenting & Closing Skills

November 2017:

- 2nd - Advanced B2B Consultative Selling
- 9th - Account Penetration for Key Accounts Selling
- 16th - Lead Generation/Prospecting Skills
- 30th - Presenting & Closing Skills

December 2017:

- 7th - Advanced B2B Consultative Selling
- 14th - Account Penetration for Key Accounts Selling
- 21st - Lead Generation/Prospecting Skills
- 28th - Presenting & Closing Skills

Class fee is \$995

\$395 – Sales Evaluation Fee – (only required to be taken one time and can be used for any/all classes within one year).

All class durations are 8:00am EST to 4:30pm or 5pm EST.

Breakfast and Lunch served for all classes.

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Instructor: Joe Morone, Sales Trainer, Speaker and Author

Location (unless otherwise notified):

High Tech of Rochester - 150 Lucius Gordon Dr.

Media Room — West Henrietta, NY 14586

***Register via msmith@smartsalesinstitute.com or
585-399-0653 x4, or visit worldleaderssales.com and register
within the sales training tab/section.***