



CBICC Business Educational Series



Is your sales approach working in this economy? (As good as you would like?)

Presented by: John Moore, owner, Moore Power Sales Vision

8 a.m. to 10 a.m.

Tuesday, April 5

CBICC Board Room

Between seller and prospect, you can either lead, follow or get stepped on! Everything changed with the recession, and although some areas are recovering, it is not the same. Have you adapted, innovated and upgraded everything but your sales approach? Make time today to step forward and take control of the lifeblood of your company.



Rainmakers, closers and other sales myths

Presented by: Dr. Arnold Tilden

8 a.m. to 10 a.m.

Thursday, June 9

CBICC Board Room

Join Dr. Arnold Tilden for a new, one-day sales training course designed to provide attendees with winning sales skills. The interactive and hands-on workshop will include reinforcement tools to bring winning sales skills to the field: a customized pipeline; the call-planning template; the client-targeting matrix; the battle plan template; and the presentation template.

Upcoming Seminars

TBD

Presented by: The Hartman Group

8 a.m. to 10 a.m.

Thursday, Aug. 4

CBICC Board Room

This seminar will focus on an insurance related topic.

TBD

Presented by: King Wealth Strategies

8 a.m. to 10 a.m.

Tuesday, Oct 4

CBICC Board Room

This seminar will focus on a financial/investment related topic.

Seminar cost is \$30 and includes continental breakfast; register for all four and pay just \$100 – a \$20 savings.