

Sales Training Series

Harnessing the Power of Sales and Marketing for Increased Profits

Sponsored by:

HEMOCARE[®]



As competition continues to grow and more professionals are seeking time and attention of the same referral sources, a trained and skilled sales team is your key to increasing revenues. **For the first time, a complete Sales Training Strategies program is being presented as a live teleconference series with Louis Feuer, MA, MSW, the home care industry's leading sales trainer.**

This dynamic training series will take you from the basics through more advanced sales techniques offering concrete strategies and how-to information that is applicable to your business, not just concepts or visions. **Don't let competitive bidding and the continual changes in the HME industry allow you to lose focus on what builds business – a well-trained sales team.** With three individual sessions addressing the educational needs of sales and marketing professionals, it's never been easier and more convenient to train your sales and marketing staff. You need them now more than ever before!

ABOUT THE INSTRUCTOR

Louis Feuer, MA, MSW, has more than 30 years in the industry as a consultant, trainer and educator. As a former referral source, Louis brings a unique insight into all of his programs. Louis has motivated, educated and trained hundreds of sales and marketing staffs. Have lunch with Louis for three Thursdays in November and begin 2008 with an energized and motivated sales team.

PROGRAM OVERVIEW

- Learn how your organization can benefit from the latest sales tools and techniques
- Understand how to build a sales and marketing strategy tailored to your needs
- Hear creative tips and strategies for developing and executing a marketing plan
- Learn how to use measurements and analytics to track and monitor sales
- Discover how tracking can guide the development of more profitable sales strategies
- Develop a road map for putting sales and marketing techniques into practice

Train your entire company for one low fee. No travel, no lodging – just gather around the speakerphone and enjoy the best education by one of the most well-known and respected trainers in the home care industry. Register today!

EVENT DETAILS

- Each session is 90 minutes 11:30 AM-1 PM ET
- Toll-free number will be provided
- Handouts will be emailed 2 days beforehand
- Powerpoint presentation will be sent that you can view or print for your staff

PRICING

Each Session: \$165 per company
Purchase All Three Dynamic Sessions:
Only \$455 for your entire company
Early Bird Registration: Register by Oct. 18 and Save Even More, Total Cost: \$435!

WHO SHOULD ATTEND

- Sales Managers/Directors
- Marketing Managers/Directors
- Sales & Marketing Staff
- Company Owners & Directors
- Anyone working directly with patients, customers or referral sources

SESSIONS

The Sales Process: Key Customers and Their Issues

Session 1: Thursday, November 1

Marketing Makes a Difference: Tips and Strategies

Session 2: Thursday, November 8

Sales Call Strategies: From Polishing the Sales Presentation to Tracking and Monitoring

Session 3: Thursday, November 15

Register today at www.DynamicSeminars.com or call (954) 435-8182.

Registration

Mrs. Ms. Mr. _____

First and Last Name: _____

Title: _____

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email (required): _____

Please Select the Sessions You Wish to Attend

THURSDAY, NOVEMBER 1

- The Sales Process: Key Customers and Their Issues**
11:30 AM - 1 PM EST \$165 per company

THURSDAY, NOVEMBER 8

- Marketing Makes a Difference: Tips and Strategies**
11:30 AM - 1 PM EST \$165 per company

THURSDAY, NOVEMBER 15

- Sales Call Strategies: From Polishing the Sales Presentation to Tracking and Monitoring**
11:30 AM - 1 PM EST \$165 per company

GROUP SAVINGS PACKAGES

- Purchase all 3 sessions**
\$455 per company (savings of \$40)

- Best Deal!**
Early Bird Registration by October 18
Purchase all 3 sessions
\$435 per company (savings of \$60)

How did you hear about this teleconference series?

- Received email Website
 Print ad in *HomeCare* magazine Banner ad
 Print ad in other magazine Previous attendee
 Recommended by colleague
 Other _____

Payment

- I have enclosed a check** made payable to Dynamic Seminars
(Check stub should indicate name(s) of registrants(s) covered by the check.)

- Please charge my:** Visa Mastercard American Express

Print Name on Card: _____

Card # _____ Expiration Date: _____

Signature: _____

Mail/ Fax/ Phone Registration

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Or online at (credit card payments only): www.DynamicSeminars.com/teleconferences.asp