

Finding Prospects and Delivering Results

Sales Bootcamp

Learn:

- **How to Find and On-Board the Best Sales People, and**
- **How Sales People Use Social Media To Find Hidden Prospects**

Thursday, May 13th, 2010 - 15 Allstate Pkwy, 6th Floor, Markham, ON
Breakfast available at 7:30am, wrap-up and light lunch at 1:00pm.

Fees: \$199 YTA members; \$299 non-members

Register: www.yorktech.ca or p. 905.415.4558

For Salespeople:

It is harder today than ever to reach your prospects. To breakthrough you need a plan. That plan needs to include more than one tactic. In this bootcamp you will be led by experts in three key tactics: Cold Calling, Networking, & Social Media.

For Sales Leaders:

Trial and error sales hiring is risky in a technology business with a closing window of opportunity. There are ways to short cut the process and get a high quality team in action faster. In this bootcamp you will learn how to hire right and start right, so you get the right people delivering results more quickly.

AGENDA

Salespeople: Find Prospects

Cold Calling Success: Persistence Pays

by Cindy Stradling

Referral Building and Networking: Referrals for Life

by Paula Hope

LinkedIn: Leveraging LinkedIn for Salespeople

by Jaime Almond

Sales Leaders: Build a High Performing Team

Talent: Build your Dream Team

- Assessments for Right Job, Right Fit
- Results Oriented Training & Coaching

by Lori Phair

Sales Team On-Boarding: Rapid Ramp Up to Trusted Advisor Status

by Andrew Ford

To Register: www.yorktech.ca or phone 905.415.2558

Presented by Sales CoPilot and the York Technology Association