

Join us for the **DC Business Leadership Events, July 13**

The Business Leadership One-Day Events

Tuesday, July 13
J.W. Marriot, Washington, D.C.

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Space is limited

Event Registration: \$595
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Named top 20 sales training programs in the US.

- *TrainingIndustry.com*



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Join us for one of our events designed specifically for sales professionals!

Learn proven "how-to" tools and techniques to raise your company's competitive position and increase your bottom line.

 **Getting New Business from Scratch (With More Gain and Less Pain)**

Bringing in high-quality new business is often the most challenging part of the sales process. Cold calling does not warm the hearts of prospective customers or salespeople. But, the ability to make good connections with the right people at the right companies has undergone a dramatic evolution in the past few years. Join this all-star team of experts as they share best of breed sales tools, resources, and skills.

- > **Mahan Khalsa**, Partner, Ninety Five 5 and author of Let's Get Real or Let's Not Play
- > **Kevin Cope**, President & Chief Executive Officer, Acumen Learning
- > **John Jantsch**, Marketing & Digital Technology Coach and author of Duct Tape Marketing

 **How to Drive Profitable Revenue Now and in the Future**

A unique opportunity to spend the day with Ninety Five 5 instructors and dive into the world-renowned sales improvement program offered to some of the nation's largest companies. For more than 15 years, sales professionals at companies including Accenture, GE, Microsoft, AON, Motorola, Booz & Co. and thousands of smaller businesses have relied on Ninety Five 5's program to succeed. Now you can experience this unique and successful approach to selling at a fraction of the price.

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