



Business Development for Your Sales Team – Turn *YOUR* team into top performers!

Tuesday, October 29th

Join us for this workshop as our **Sandler Sales Training** professional guides growth-oriented business owners, sales executives, and managers to understand their current sales process and identify specific areas where they may be blocking themselves and their salespeople from higher achievement.

Key issues covered will include:

- Why salespeople fail and how to make your team more effective
- How to ensure deals don't stall in the pipeline
- How to keep your salespeople from becoming unpaid consultants
- How to keep from getting shopped around on price
- How to turn every sales rep into a top performer

This Workshop is where you can see first-hand how we tackle the same sales issues that your salespeople deal with every day.

Register at <http://bit.ly/azmepbusinessdevforsales2019>

EVENT TIME
8:30am - 10:30am

\$49.00
coffee, pastries, and
fruit provided

WHERE
Arizona
Commerce Authority
100 N 7TH Avenue
Phoenix, AZ 85007

First Floor Conference
Center
Ajo/Bradshaw

ARIZONA
MANUFACTURING
EXTENSION PARTNERSHIP

PART OF THE  **MEP
National
Network**



**VISITOR
PARKING**
on
1st and 2nd
levels only
of Garage
ENTER-EXIT
V

**AMC
AOT
ACA
Office**
Bldg 3
Suite
400
118 N 7th Avenue

ARIZONA

COMMERCE AUTHORITY
OFFICE OF TOURISM
MEXICO COMMISSION

All guests please park on the first two floors of the parking garage and proceed to Building 3.

To gain access to our offices on the 4th floor, please push the intercom button located between the two elevators in the lobby of the building and our receptionist will buzz you up to our office.

If for some reason the intercom is not working, please contact Alisa Centeno directly at 602-845-1200.