



Building Your Business in This Competitive Market

Wednesday, October 5th

Building your business is about much more than acquiring **NEW** customers. It's about Keeping, Attaining, Recapturing, and Expanding business in your market. In this workshop you will learn the focus and skills needed to succeed in all aspects of your client base in this very competitive market.

Join us for this informative workshop to learn:

- Different behaviors are needed for the different classification of customers
- Targeting products and services to match the classification(s)
- Appropriate approaches for each
- Value of the opportunities

Who Should Attend:

- Business Owners focused either on:
 - o Expanding their client base, OR
 - o Growing the offerings for current clients
- Sales Professionals looking for new ways to build their business
- Customer Service Managers wanting their teams to expand influence on every call

EVENT TIME

9:00am - 11:00am

Registration 8:30 - 9:00

\$49.00

coffee and pastries
provided

WHERE

Arizona Commerce
Authority

100 N 7TH Avenue

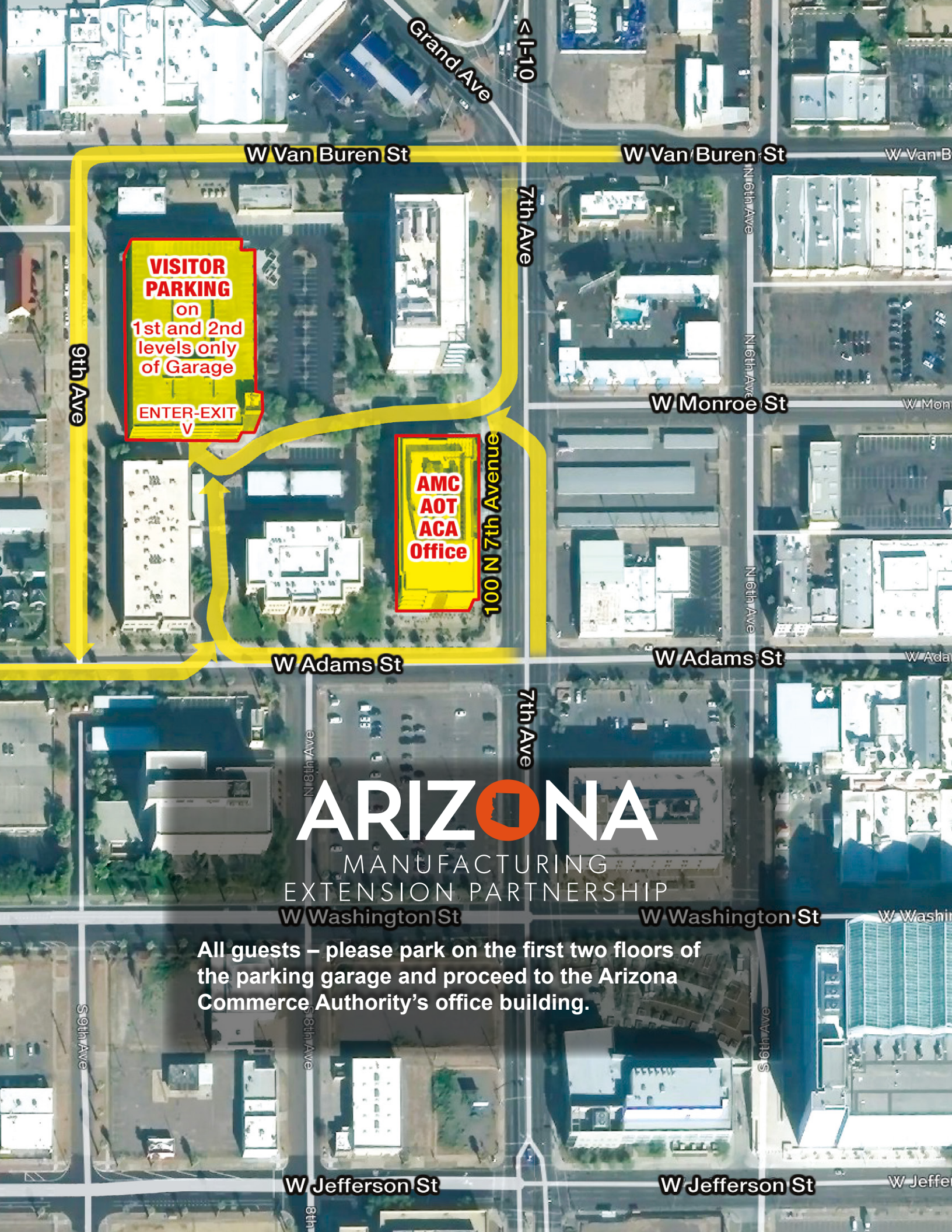
Phoenix, AZ **85007**

First Floor Conference
Center

Register at <http://bit.ly/AZMEPBuildingYourBusinessOct2022>

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**

ARIZONA

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All guests – please park on the first two floors of
the parking garage and proceed to the Arizona
Commerce Authority's office building.