

Developing Your Unique Selling Proposition



How do they know they need it?

NEW for 2010!

**Uncover your customers' real needs
to nail the sale...NOW!**

It's harder than ever before to make the sale. You have more competition, more barriers, and less time while your customers have lower budgets, tighter schedules, and more choices.

- Am I selling to an attentive audience?
- How do I distinguish my offerings in crowded markets?
- Can I get faster and better results?

Sales expert Marsue Sams leads this fast-paced two-hour workshop that will help you gain the edge you need in today's hyper-competitive market. You will learn how to reinvigorate the message you bring to your existing customers and to your prospects and you will cut to the very core of your own sales process to identify exactly what drives your customers to ultimately choose your solution.

2010 Schedule

Workshop Q1	February 3	8:30 - 10:30 am
Workshop Q2	April 7	8:30 - 10:30 am
Workshop Q3	July 15	8:30 - 10:30 am
Workshop Q4	October 6	8:30 - 10:30 am

Fee: \$49 per participant *limited time introductory pricing!*

Registration: (614) 488.8851 or info@kineticinsights.com



Kinetic Insights, LLC

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