



November Professional Development Series
Embassy Suites Denver Tech Center Hotel
(10250 E. Costilla Avenue, Centennial CO 80112)
Tuesday, November 30, 2010
11:30 a.m. - 1:30 p.m.

“Sales Training”

Speaker:

David Behr, Competitive Edge

David practices what he preaches. He uses his skills in a fashion that enables him to help others improve their lives and careers. His entertaining and interactive speaking style have helped thousands put their greatest goals within reach and the proof is in the gratitude they've expressed in the plethora of letters we've received. He is in the words of many people – The Best. David learned early on that he had a special gift. A gift he acquired adapting to the life of an “Army Brat.” Communication skills were a prerequisite to blend in with the many cultures and locations he experienced. He built on that foundation with a degree in Business from Arizona State University which he quickly put to use while earning that degree by working full time for one of Arizona's leading marketing firms – prospecting over 100,000 doors. Knowing that excitement and motivation are contagious, David went to work for the Nation's #1 sales trainer, Tom Hopkins and it didn't take long for him to become the best in his field. David was Tom Hopkins #1 sales trainer in the nation for six consecutive years.



About the Session: “Sales Training”

- Top Five Strategies for being more successful in today's market
- How to best position yourself to benefit from the increase in buyers in tomorrow's market
- Preventing Objections: The 6-Step Process to overcoming any objection
- Effective Steps for Qualifying Prospects: N.E.A.D.S
- Questions are the answers module

Schedule of Events

11:30 a.m. - 11:45 a.m.
Check-in & Registration

11:45 a.m. - 12: 00 p.m.
Featured Supplier
Martins Represent LLC
(Line TBA)

12:00 p.m. - 1:30 p.m.
Lunch & Speaker Presentation

Rocky Mountain Region Promotional Products Association
3030 W. 81st Avenue
Westminster, CO 80031
Phone: 303-433-4446
Fax: 303-458-0002
www.rmrppa.org

Professional Development Seminar

Speaker: David Behr

Tuesday, November 30, 2010

11:30 a.m. - 1:30 p.m.

Embassy Suites Denver Tech Center

(10250 E. Costilla Avenue, Centennial CO 80112)

Deadline to Register: Friday, November 26, 2010



Registration Information:

Please photocopy this form and use a separate form for each person in your company.

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Are you a CAS _____ MAS _____ ?

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Registration Fees: (per person)	By 11/26/2010	After 11/26/2010	Day of Event (Walk-in)	Amount
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RMRPPA Members:

*Membership must be current

Member Registration	\$35.00	\$45.00	\$50.00	\$ _____
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Non-Members:

Non-Member Registration	\$45.00	\$55.00	\$60.00	\$ _____
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Payment Information:

Check – Make payable to RMRPPA

Visa MasterCard

Cardholder's Name (print): _____

Card Number: _____ Expiration Date: _____

Cardholder's Signature: _____

GRAND TOTAL:

\$

Please send payment to:

Rocky Mountain Region Promotional Products Association

3030 W. 81st Avenue, Westminster, CO 80031

Phone: 303-433-4446 Fax: 303-458-0002 www.mrppa.org

CANCELLATION POLICY: No refunds after November 26, 2010!!!