



October Professional Development Series
University of Denver / Richie Center
***Multi-Purpose Room**
2201 E. Asbury Avenue, Denver, CO 80208
Tuesday, October 26, 2010
8:00 a.m. - 10:00 a.m.

“Attrition Control & Forecasting: It Doesn’t Need to Be Rocket Science”

Speaker: Vince DiCecco, YourPERSONALBusinessTRAINER™ Inc.

Vince DiCecco is a dynamic and sought-after public speaker and seminar leader with a unique yet practical perspective on the art and science of selling, strategic planning, business development, and leadership and management subjects. As an accomplished, award-winning professional with over 30 years of roll-up-your-sleeves experience in sales, marketing, new product development and training, Vince has directly made significant contributions to the success of two Fortune 200 companies, the United States Coast Guard and numerous small-to mid-sized businesses. Today, Vince sparks the passion within business owners and sales people that creates customer delight and loyalty, sharpens their competitive edge and delivers double-digit profitability to their organization's bottom line. For the past several years, he's been a featured speaker and panelist for a number of programs at Kennesaw State University's Small Business Development Center.



About the Session: “Attrition Control & Forecasting: It Doesn’t Need To Be Rocket Science”

It has been said that “in order to predict the future, we must first understand the past.” This paradigm-breaking workshop offers sales professionals a simple yet proven recipe for attrition control and forecasting the outcome of next year's sales performance and, then selling it up the organization. Consider it bottom-up prognostication that is based on historic statistics, documented market trends, defensible confidence factors and predictable occurrences. The best part of this seminar is how the sales force, for the first time, endears itself to supply chain, manufacturing, accounting and management for delivering on their promises.

Schedule of Events

8:00 a.m. - 8:15 a.m.

Registration & Check in

8:15 a.m. - 8:30 a.m.

Featured Supplier



8:30 a.m. - 10:00 a.m.

Program & Breakfast

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: Vince DiCecco

Tuesday, October 26, 2010

8:00 a.m. - 10:00 a.m.

University of Denver / Richie Center / *Multi-Purpose Room

2201 E. Asbury Avenue, Denver, CO 80208

Deadline to Register: Friday, October 22, 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 10/22/2010	After 10/22/2010	Day of Event (Walk-in)	Amount
RMRPPA Members: *Membership must be current Member Registration	\$35.00	\$45.00	\$50.00	\$ _____
Non-Members: Non-Member Registration	\$45.00	\$55.00	\$60.00	\$ _____

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 October 22, 2010!!!