

“Kick Start Your Fall Selling Season... Using the Phone to Build Your Sales Funnel”



ESPW—Southwest Illinois Monthly Workshop
Presented by Sam Black,
Sam Black Consulting

With the summer coming to an end, now is the time to start building the funnel of leads that will hopefully lead to the best Fall selling season you have ever had.

BUT WHAT CAN YOU DO TO BUILD YOUR SALES FUNNEL? Ask the expert. Sam Black, Sam Black Consulting is an expert on sales and customer service training. She **is joining us in August to specifically teach us** how the PHONE (YES, we said the “phone) can be your best tool for creating sales out of contacting current or past customers, connecting with people you meet at events and eliminating the barriers to timely follow up and customer service. Let’s work together to make this Fall YOUR BEST EVER!!

Tuesday, August 5, 2008
6:00-8:30 p.m. Workshop
The Art of the Matter
4820 State Rte 159, Ste 2
Glen Carbon, IL 62034

\$23 Members / \$30 Guests**
Reg. Deadline: Mon. Aug. 4th by Noon

**Fee includes dinner, beverage, workshop materials.
**Guests registering by the registration deadline receive a \$7 coupon that can be used toward your membership fee.

(TEAR OFF REGISTRATION HERE: YOU KEEP THE TOP AND TURN THIS BOTTOM PORTION IN)

ESPW—Southwest Illinois Registration Form

NAME: _____ Member or Guest

Address: _____

City, State, Zip: _____

Email Address: _____

How did you hear about ESPW? _____

YES, Please register me for the following: Aug. 5th Workshop. Aug. 21st Net-
working Tea. **Payment is required at time of registration. Form of Payment:**

Check Attached Here OR MasterCard / Visa

Credit Card Number: _____ - _____ - _____ - _____

Expiration Date (MO/YR): _____ Security Code (3 Digits on Back) _____

Send completed registration form to: ESPW, POBox 38, Cottleville, MO 63338 OR
register at www.ESPW.org.

TAKE A COPY FOR A FRIEND.