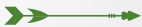


# SALES MASTERY



BOOTCAMP

# PERFORMANCE DRIVEN SELLING 1.0

APRIL 15-17, 2024 • LAS VEGAS, NV

Get ready to learn over 100 actionable strategies for finding, acquiring, engaging, growing, and retaining business.

## WHAT IS THIS BOOTCAMP ABOUT

**SALES MASTERY: Performance Driven Selling 1.0** will provide participants with the skills tune-up to be competitive in the new market space, with forward focused insights to how your client relationships can be grown, and insights to how immediate selling opportunities can be leveraged for intermediate and long-term selling successes.

Earn 8 CEUs!

## BOOTCAMP BENEFITS

This bootcamp will help you broaden your perspective, ensuring you don't miss significant market opportunities. Gain tools to objectively assess each account, fostering better understanding and relationship building.

## BOOTCAMP TOPICS

**Understanding** the 8-decision points our buyers will be fixating on in 2024.

**Apply** WinBack strategies to address the concern and ensure they are loyal to you after the situation.

**Explore** where the missed and hidden client development opportunities are for greater 2024 market share growth.

## PARTICIPANT TAKEAWAYS

When you leave this program, you will have an action plan that will allow you to 4X your immediate effectiveness and recognize where lost selling opportunities are within your blind spots and inactive accounts.

## INSTRUCTOR



**Dr. Jeffrey Magee**  
CBE, CSP, CMC, PDM

Dr. Jeffrey Magee brings over three decades of Executive and Corporate Development expertise, with the last decade working on both the start-up to mature-growth market business sectors, and with differing State National Guard Adjutant Generals across America.

## KEYNOTE SPEAKERS



**Danna Stone**  
VP of Marketing  
Graybar



**Christy Tilton**  
VP U.S. Professional Trade Sales  
Signify

**Danna** and **Christy** will cover topics from agility and innovation to critical thinking and relationship building.

## WHO CAN PARTICIPATE

This bootcamp is open to **all members of NEMRA.**

## TERMS AND CONDITIONS

**When:** April 15-17

**Where:** Resorts World Las Vegas Hotel

**What:** Includes reception, two keynote sessions and three class sessions

**Cost:** \$1,195

## CONNECT WITH PEERS

NEMRA created a social media presence via NEMRA's Sales Mastery LinkedIn group so you can stay involved with the brand and your peers no matter what stage of your journey you are in.



## BOOK YOUR SPOT TODAY

Scan below to sign-up!

