

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

BOOTCAMP OVERVIEW

Sales Mastery: Performance Driven Selling 1.0

will provide participants the opportunity to tune up their skills to become more competitive in the new market space. This bootcamp will offer focused insights on how to grow your client relationships; helping you identify new selling opportunities.

**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

Understand the 8-decision points your buyers will be fixating on in 2024.

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

Apply WinBack strategies to address concerns and ensure customers are loyal after situations are corrected.

BOOTCAMP DETAILS

When: April 15-17, 2024

Where: Resorts World Las Vegas Hotel

Who: All members of NEMRA

What: Includes reception, two keynote speakers, LinkedIn Group and three class sessions

Cost: \$1,195 (plus airfare and 2 nights hotel)

INSTRUCTOR



Dr. Jeffrey Magee
CBE, CSP, CMC, PDM

Dr. Jeffrey Magee brings more than 30 years of experience in Executive and Corporate Development to this bootcamp. Throughout the past 10 years, he has successfully navigated the challenges of both start-up and mature-growth market business sectors.

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.

BOOTCAMP AGENDA

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