

“Selling from Recession to Recovery” – August 10 to 21, 2009

The Sales E-Conference – Presenter Schedule – all seminars live from 7.45am to 8.45am

Presentation notes & MP3 downloads available for every session

<i>Monday August 10</i>	<i>Tuesday August 11</i>	<i>Wednesday August 12</i>	<i>Thursday August 13</i>	<i>Friday August 14</i>
<i>“Sales 2.0 – can you afford not to know about the trends that are rocking sales & marketing today?”</i>	<i>“Developing a world class selling approach for the new economy. What you can do with your team today to win business tomorrow”</i>	<i>“The lost art of using the phone. How you can increase your results with a few simple techniques”</i>	<i>“Best practice growth strategies for tough times. What the best are doing to stay competitive and prepare for recovery”</i>	<i>“How to leverage the power of network relationships – tips to help the best salespeople become even better”</i>
Rob Hartnett	Neil Rackham	Jenny Cartwright	Michael Light	Julia Palmer
<i>Monday August 17</i>	<i>Tuesday August 18</i>	<i>Wednesday August 19</i>	<i>Thursday August 20</i>	<i>Friday August 21</i>
<i>“The art of ‘readiness’. How to make certain you are ready for the inevitable sales opportunities a recession brings”</i>	<i>“The state of sales in 2009. How to survive and thrive with less resources, fewer people and less support”</i>	<i>“Marketing tools every salesperson must have to win business in down markets – and how to use them to get more business today”</i>	<i>“Trust – the essential element for selling in difficult times. How you can ensure that relationships are built to last”</i>	<i>“The science of personal performance and resilience. How to achieve peak performance in difficult circumstances”</i>
Barry Porter	Timothy Sullivan	Sharon Williams	Keith Ayers	Elizabeth King