



STRATEGIC SELLING

A Strategic Selling Capacity Building Course that Can Change Your Business

Here's a chance to receive excellent strategic selling tips and techniques that can propel your business to the next level.

Cintas Instructors:

- **Scott Kail**, Director of Uniform Training & Development, Mid-Central Region
- **Bob Mitchell**, Vice President/Sales

Date: March 8, 2010

Time: 1:00 pm – 5:00 pm

Location: Indiana Minority Supplier Development Council Auditorium
2126 N. Meridian St., Indianapolis, IN 46202

Cost: \$25 per person
(all proceeds go to the IMSDC)

THIS WORKSHOP IS A MUST FOR BUSINESS OWNERS & SALES STAFF!

Here's what your colleagues are saying:

"The Sales Strategy Capacity Building session conducted by Cintas was both outstanding and timely for our business. The trainer was excellent. I brought my newest AE, as well as VP for Business Development. We all valued the program, regardless of the level of sales experience we each had. After the program, we held several internal sessions to implement a strategic selling program based on our existing processes, but significantly improved by the Cintas model! Great job Cintas, our business is a growing stronger because of you!"

Mike Robinson, President & CEO, LaVERDAD Marketing & Media

"Sharing their intellectual assets, this Fortune 500 has raised the bar. Giving "Sales Strategies" to MBE's is to be applauded and recognized throughout the South Central Ohio Minority Business Council region. The Trainer was excellent! Providing straightforward concise and relevant data that took me intellectually to the levels of Kellogg or Tuck School of Business.."

Carl Satterwhite, President, RCF Services

To register, please e-mail Denika Thomas at dthomas@imsdc.org or call 317-921-2681. Seating is limited. Start 2010 with increased sales! Don't miss out on this information packed workshop, register today!

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