



“Turning Leads Into Sales” Complimentary Workshop

- When:** **Wednesday, November 18, 2009**
8:30 a.m.-9:30 a.m. (*before show/booths open*)
- Where:** **Room # 1B04** Javits Convention Center, New York City (at the show)
- Who is Invited:** **All Exhibiting Companies** at the Chem Show.
- Why Attend:** This complimentary workshop is a forum for **Senior Sales & Marketing Management** looking to improve sales from leads generated.
- Format:** Open, public forum for all to share ideas and thoughts.
- Topics:** 5 Keys for Turning Leads Into Sales:
- How to generate leads of consistent quality
 - How a consistent process will give you consistent results
 - How a long-term plan will turn leads into sales over time
 - Who handles the leads, how and when can impact your results
 - How a strong tracking plan will give you clarity & knowledge
- Speaker:** Returning for his 4th time to the Chem Show, **Darren Rabie, President, Focus America** has helped many industrial, technology & B2B organizations more effectively generate, manage, maximize & track opportunities within the sales cycle.

We hope to see you there.

TO REGISTER!!

FAX THIS FORM TO 416-489-5949
OR E-MAIL YOUR CONFIRMATION TO info@focus-america.com
Be sure to include attendees' names and company.

Company _____

Name _____ Title _____ Email: _____

Name _____ Title _____ Email: _____

Name _____ Title _____ Email: _____

Name _____ Title _____ Email: _____