

# Business Development in Time of Uncertainty Workshop - July 29, 2020, 9:30am to 11:00am

With John Glennon, Sandler Training

## THIS WEBINAR IS FOR OWNERS AND MANAGER WHO ARE:

- ▶ Struggling to generate new business leads without the opportunity to do a face-to-face customer calls or tradeshow?
- ▶ Concerned with remaining connected to current customers in these uncertain times?
- ▶ Unsure of the “talk track” to prospect and gain new clients?



## THE WORKSHOP

Join BC Wood for an upcoming webinar workshop series on Business Development During these Uncertain Times, presented by professionals Sandler Training. Traditional sales techniques, such as networking events, travel, and lunch meetings have been put on pause, providing an opportunity to learn new behaviours to help you reach your performance goals.

This seminar will cover:

- Revising your behaviours to adapt to video conferencing, social selling, phone-calls, and online events
- Creating key performance metrics to help measure your success
- Developing your sales technique
- Utilizing email and social media
- Targeting your ideal client

## THE SPEAKER



### John Glennon - Sandler Certified Trainer

In 1997, John was introduced to the Sandler Selling System, and this had an immediate impact on his already successful sales and business career. He was able to implement this new sales methodology into his existing business practices and in his role as a National Sales Manager, this was adopted by his sales team who participated in Sandler training. The results propelled his career to new heights and was a catalyst for John deciding to join the Sandler team some years later. He understands the attitudes, behaviours and techniques required in any sales organization to achieve the desired results.

## THE DETAILS

**DATE:** WEDNESDAY, JULY 29, 2020

**TIME:** 9:30AM TO 11:00AM

**PLATFORM:** ZOOM (LINK WILL BE SENT PRIOR TO THE SESSION)

**COST:** \$70

## FOR MORE INFORMATION

Contact Rumin Mann at [rmann@bcwood.com](mailto:rmann@bcwood.com) or toll free at 1.877.422.9663

# Business Development in Time of Uncertainty

Wednesday, July 29, 2020 9:30am to 11:00am

To register, fill out the information below and email it to [rmann@bcwood.com](mailto:rmann@bcwood.com)

## REGISTRATION **INFORMATION**

FIRST NAME (please print)

SURNAME

POSITION/TITLE

COMPANY

ADDRESS

CITY

PROVINCE

POSTAL CODE

EMAIL

PHONE

## PAYMENT **INFORMATION**

FEE: \$70+GST PER PERSON

☐ MASTERCARD ☐ VISA ☐ CHEQUE\*

CARD NUMBER

EXPIRY

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

\*PLEASE MAKE ALL CHEQUES PAYABLE TO --  
BC Wood Specialties Group

MAIL CHEQUES TO --  
BC Wood Specialties Group  
200 - 9292 200 St.  
Langley, BC, V1M 3A6



Recordings of the session will be emailed to you afterwards

## FOR MORE **INFORMATION**

Contact Rumin Mann at [rmann@bcwood.com](mailto:rmann@bcwood.com) or toll free at 1.877.422.9663