

DIALOGUE IN DESIGN

AKA: BEST PRACTICES/SHARED CONFUSION

CLOSE MORE DEALS IN 2018

EFFECTIVE STRATEGIES FOR SALES SUCCESS
WITH SALES GROWTH CONSULTANT **DAN LEVITT**

Wednesday, January 17 ✦ 4 - 5:30 PM

HOSTED BY FRANCOIS & CO.
Refreshments will be served.

Join this open forum and collaborative discussion
among peers on best practices.

- The all-important sales foundation.
 - As a designer, what do you have to sell? Your value as a designer!
 - Indecisive clients.
 - Follow-up when your client goes silent.
 - Selling expensive options.
 - Selling against the internet.
 - Getting to the decision maker.
 - Red flags. Clients to avoid.
 - The sales process and verbiage to get to yes.
 - The closing process without coming across Hard-Sell.
 - Brainstorming situations where the sale has gone wrong.
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RSVP

register online: denverdesign.com/events or ashlyn@denverdesign.com

questions: 303-282-3234