

Interactive Virtual Workshop Series

An exciting new training series available exclusively for CEBI members!

CEBI and Signature Worldwide introduce a sales and leadership workshop series focused on areas most critical to growing your business.



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	Month	Class	Length
Sales Track Signature Worldwide's sales training programs cover all facets of the sales process and will train skills that develop your sales team to achieve your goals, regardless of their current level of expertise.	February 26 1PM - 4:30PM	Client Centered Sales – Approaching / Receiving <i>Relationship sales training that gives your sales representatives the skills to outpace the competition and drive results. This first session focuses on establishing credibility within the first minute of a customer interaction and uncovering the client's true needs, wants and budget.</i>	2, 90-minute sessions
	March 19 1PM - 4:30PM	Client Centered Sales – Advancing / Closing <i>In this second session, participants learn to respond to issues and objections, and gain commitment from the customer.</i>	2, 90-minute sessions
	April 19 1PM - 2:30PM	Prospecting <i>Learn to create the right message for phone, email and social prospecting and their unique best practices to differentiate you from your competitors and increase real opportunities in your pipeline.</i>	1, 90-minute session
	June 20 1PM - 2:30PM	Negotiating <i>Today's educated buyer has changed the game. Learn to determine a negotiating strategy using the Johari window and how to identify and best negotiate with different buyer types.</i>	1, 90-minute session
Management Track Transform managers into leaders that grow your organization's bottom line by creating high performing teams and empowered employees.	July 25 11:30AM - 4:30PM	Coaching for Performance <i>Develop managers into vital coaches by providing the skills to offer effective, timely feedback to motivate and empower employees to achieve new standards in performance.</i>	4, 45-minute sessions
	September 19 1PM - 4:30PM	Conflict Resolution <i>Provide leaders with the knowledge, skills, and practices needed to identify and resolve conflicts.</i>	3, 45-minute sessions

CEBI Special Member Rate: \$350 per session or purchase the series of 6 for the price of 5 at \$1,750.