2018 Sales Conference
Request for Proposal

Wednesday, February 21, 2018
8 a.m. - Noon at The Florian Gardens, 2340 Lorch Ave.

Deadline: Friday, December 1, 2017

Introduction:

The Chamber will host its fourth annual Sales Conference and is seeking proposals from individuals who would be willing to volunteer to present a keynote or one-hour session on an aspect of sales. We are looking for topics on a variety of subjects but especially on:

- Account Planning
- Relationship Building
- Negotiating
- Time Management for Sales People
- Personality Profiling in Sales

- Basics of Selling
- Referrals
- How to Use Sales Force Effectively
- Prospecting & Nurturing the Prospect
- Getting in the Door

- Recruiting Sales People
- Sales for the Non-Sales Person
- How to Use Technology to Woo Customers
- Legal Aspects of Sales

If interested in presenting, please complete this form and return to Becky Seelen at seelen@eauclairechamber.org or fax to 715-834-1956 by Friday, December 1, 2017. All presenters will be asked to submit their handouts for the session 10 days in advance. All handouts will be electronically distributed to attendees.

Name: _____

Business: _____

Phone: _____ Email: _____

Target Audience (check one): ❑ Beginner ❑ Intermediate ❑ Advanced

1. Have you given this presentation in the past? If yes, when and to whom?

2. Requirements: To help presenters, we would like the audience of each session be at a similar level. List any pre-requirements for attendees.;

4. Description of proposed session:

5. Bio of Presenter: Please include any information you would like included in marketing materials.

6. AV Needs: Please list any audio visual needs for this seminar (please note that a PC (not Mac) computer and LCD projector will be available. If you have a Mac computer, please bring your own connectors.

RETURN TO THE CHAMBER OFFICE by December 1, 2017 via fax at 715-834-1956, email to seelen@eauclairechamber.org or mail to P.O. Box 1107, Eau Claire, WI 54702-1107.