

# No More Order Taking™ Teleseminars 2008 Schedule

Managers of each department must attend the live session with their people to discuss follow up commitments.  
Other senior executives should join whenever possible.

| DATE  | TIME (CST)   | DEPARTMENT  | TITLE  |
|---|--|---|--|
| January<br>Tues, 15 <sup>th</sup>   | 10:00 a.m. CST   | Trust Officers, Financial Advisors  | Iron-Clad Sales Process to Knock out the Competition                             |
| February<br>Tues, 19 <sup>th</sup>  | 10:00 a.m. CST   | Commercial Lenders  | Don't Even THINK About Matching Rate: Stop Them from Asking                      |
| March<br>Thurs, 20 <sup>th</sup>  | 10:00 a.m. CST   | Sales Managers of all sorts: Branch Managers, Product Managers, and all those responsible for others improving their sales  | Building Your Sales Management System and Assuring Accountability                |
| April<br>Tues, 22 <sup>th</sup>   | <i>Basic Session:</i><br>10:00 a.m. CDT<br><i>Advanced Session:</i><br>3:00 p.m. CST | Tellers   | Thank God It's Monday  |
| May<br>Thurs, 22 <sup>th</sup>  | 10:00 a.m. CDT   | Personal Bankers, CSRs, and New Account Managers  | Proven Client Attraction Systems: Being a Magnet for High Quality Clients        |
| June<br>Tues, 17 <sup>th</sup>  | 10:00 a.m. CDT   | Management: All those involved in creating a follow-up communication strategy with clients: Product Managers, Retail Managers, Commercial Managers, Branch Managers, etc. | Bust the Baditudes: Creating a Self-Monitoring Culture of "Bring it On" People   |
| July<br>Tues, 15 <sup>th</sup>  | 10:00 a.m. CDT   | Operations  | Superstar Above and Beyond Strategies  |
| August<br>Thurs, 14 <sup>th</sup><br>(originally Tues, 12 <sup>th</sup> ) | 1:00 p.m. CDT  | Senior Management   | Deposits Made Easy: A 7-Step Process to Attract and Keep Profitable Deposits NOW |
| September<br>Tues, 16 <sup>th</sup>                                       | <i>Basic Session:</i><br>10:00 a.m. CDT<br><i>Advanced Session:</i><br>3:00 p.m. CDT | Tellers   | Stepping it Up: Your Role in Helping Every Client Achieve Financial Independence |
| October<br>Tues, 14 <sup>th</sup>   | 10:00 a.m. CDT   | Marketing Managers and ALL managers interested in growing their product lines or locations faster and more profitably   | From Pretty to Profitable: Marketing Stuff That Works                            |
| November<br>Thurs, 20 <sup>th</sup>                                       | 10:00 a.m. CST   | Mortgage Lenders  | Your Impeccable "Win Every Time" Plan  |
| December<br>Tues, 16 <sup>th</sup>  | 10:00 a.m. CST   | Personal Bankers, CSRs, and New Account Managers  | Making it Easy:<br>Building Systems for More Success and Less Time               |

- Each teleseminar lasts up to one hour.
- Participants should gather in a quiet, uninterrupted room 5-10 minutes before the start time.
- Handouts are sent via e-mail and should be distributed to all attendees when they arrive.
- Avoid using the MUTE button on your phone. If you need to mute the call, press \*6 and again to return to the call.
- Remember, all education is useless unless you require immediate change of behavior—make sure participants fill out the commitment form at the end of each session. A copy should go to their supervisor as a coaching form AND in their personnel file to be discussed at the time of their review.
- Always try to get participants on the call, LIVE. If attendance is not possible, or you would like to review, a recording is available on the replay line until the next session.



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| ZERORISK Playback. Discover how to reduce your hiring mistakes and decrease turnover by 67 percent. | 212-990-6601 |
| No More Order Taking™ FREE Trial. Call The Emmerich Group, Inc. for teleseminar details.            | 212-461-2536 |