



2008 Sales Culture Program Schedule

January

- 15 *No More Order Taking™ Teleseminar*
Title: Iron-Clad Sales Process to Knock out the Competition
Who: Trust Officers and Financial Advisors
When: 10AM CST

February

- 6 – 7 *Marketing & Sales Management Boot Camp™*, Atlanta, GA
- 19 *No More Order Taking™ Teleseminar*
Title: Don't Even THINK About Matching Rate: Stop Them from Asking
Who: Commercial Lenders
When: 10AM CST

March

- 12 *High-Impact Training & Facilitating™*, Minneapolis, MN
- 13 *High Performance Leadership™*, Minneapolis, MN
- 20 *No More Order Taking™ Teleseminar*
Title: Building Your Sales Management System and Assuring Accountability
Who: Sales Managers
When: 10AM CST

April

- 16 - 17 *Marketing & Sales Management Boot Camp™*, Minneapolis, MN
- 22 *No More Order Taking™ Teleseminar*
Title: Thank God It's Monday
Who: Tellers
When: 10AM CST & 3PM CST

May

- 6 – 7 *Permission to be Extraordinary™*, Minneapolis, MN
For CEOs and presidents of high-performing organizations – invitation only
- 13 – 14 *Permission to be Extraordinary™*, Minneapolis, MN
For CEOs and presidents and those identified to be potential executives
- 22 *No More Order Taking™ Teleseminar*
Title: Proven Client Attraction Systems: Being a Magnet for High Quality Clients
Who: Personal Bankers, CSRs, and New Account Managers
When: 10AM CST

June

- 17 *No More Order Taking™ Teleseminar*
Title: Bust the Baditudes: Creating a Self-Monitoring Culture of “Bring it On” People
Who: Management
When: 10AM CST

July

- 15 *No More Order Taking™ Teleseminar*
Title: Superstar Above and Beyond Strategies
Who: Operations
When: 10AM CST

August

- 12 *No More Order Taking™ Teleseminar*
Title: Community Buzz: Create a Stampede to Your Door
Who: Senior Management
When: 10AM CST
- 21 - 22 *Marketing & Sales Management Boot Camp™*, Location TBD

September

- 16 *No More Order Taking™ Teleseminar*
Title: Stepping it Up: Your Role in Helping Every Client Achieve Financial Independence
Who: Tellers
When: 10AM CST & 3PM CST
- 22 – 23 *Fast-Track Strategic Planning Think Tank I™*, Chicago, IL
- 24 *Fast-Track Strategic Planning Think Tank II™*, Chicago, IL

October

8 – 9 *Marketing & Sales Management Boot Camp™*, Location TBD

14 *No More Order Taking™ Teleseminar*
Title: From Pretty to Profitable: Marketing Stuff That Works
Who: Marketing Managers
When: 10AM CST

29 – 30 *Marketing & Sales Management Boot Camp II™*, Minneapolis, MN

November

12 *Profit-Rich Sales™ Seminar*, Minneapolis, MN

13 *Profit-Rich Sales Management™ Seminar*, Minneapolis, MN

20 *No More Order Taking™ Teleseminar*
Title: Your Impeccable “Win Every Time” Plan
Who: Mortgage Lenders
When: 10AM CST

December

16 *No More Order Taking™ Teleseminar*
Title: Making it Easy: Building Systems for More Success
and Less Time
Who: Personal Bankers, CSRs, and New Account Managers
When: 10AM CST