Sandler Training
Finding Power In Reinforcement®

AGM
Amber Gold Marketing

Maximizing LinkedIn to Proactively Meet with Your Ideal Candidates – Powered by Sandler Principles

Join Mike Neklason & Amber Dixon

Learn the importance of having quality connections, leveraging your connections' network, and using LinkedIn as a very proactive and powerful prospecting tool.

You will walk out of the session with a strong, workable knowledge of how LinkedIn can build your business without a huge time commitment, while using your Sandler principles.

Key Takeaways:

- Create a compelling profile that will allow people to find you
- Use your experience and existing relationships to harness LinkedIn's power
- Develop a process for effectively using LinkedIn to connect & communicate
- Request and receive referrals and introductions
- Write messages that are answered
- How to use groups to generate business opportunities
- Distinguish between serious LinkedIn connections and the ever-present time-wasters

Who Should Attend?

- Salespeople wanting to leverage the world's largest professional network
- Sales professionals wanting to systematically attract prospects and partners using LinkedIn
- Sales Managers wanting to expand the prospecting activities of their team.
- Executives looking to use LinkedIn to enhance their reputation

3-Hour Training
October 4, 2017
1 p.m. - 4 p.m.

$279
Early-Bird

Workshop Presenters

Mike Neklason – President Sandler Training of Utah with 15+ years training and developing sales teams. Frequent trainer and speaker on strategic and tactical prospecting approaches.

Amber Dixon – CEO of Amber Gold Marketing with 20+ years in business marketing and frequent speaker of LinkedIn for prospecting, thought leadership, and connecting with target audience.

Space is Limited! Register your spot, or for more information, visit:
http://bit.ly/LIOct42017

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