

NEED to improve the Sales Skills of Your Staff ??? **WANT** an Easy, Low Cost way to Train . . .

Then don't miss the pre-conference workshop **CU Sales Workshop: 12 Sales Mini Sessions to Bring Back to Your Credit Union**

at this year's Leadership Conference in Point Clear, AL!

This workshop will jump start your sales training by providing 12 easy to use sales mini sessions to be used by your bank or credit union trainer or branch managers. The positive result will be a continuous strong sales effort at your branches, directed and continually monitored by a leader who now has the skills and tools necessary to coach his or her team to higher sales performance levels. Program includes a trainer's manual complete with reproducible handouts on a flash drive to take back with you!

Provide sales training for your entire staff with these 12 sales mini sessions:

Being Prepared to Sell

Knowing Your Competition

The Person Behind the Sale

Questioning Skills

Features & Benefits

Handling Objections

Closing Techniques

Product Presentations

Selling to Seniors

Credit Cards & CDs

Easy Cross Sales

Selling from Loan Docs

**To bring this great program
to your bank or credit union
would cost over \$10,000...**

**Attend the Pre-Conference
Workshop and pay only:**

\$ 495 Conference Attendees

\$ 575 Pre-Conference Only

Space is Limited to first 25 registrations

REGISTER ONLINE TODAY!!



About Your Workshop Leader:

TERESA ALLEN

Common Sense Solutions

Formerly an Account Executive and National Trainer for a check provider, Teresa called on 8 to 10 banks and credit unions a day for three years, covering a 14,000 square mile territory.

Teresa now shares her bank and credit union experiences and observations with your staff; large credit unions, small credit unions, regional and national bank competitors, community bank competitors, large bank & credit union competitors, small bank and credit union competitors; successful sales and service institutions as well as banks and credit unions with very weak sales and service efforts.

Teresa molded her sales training programs around her observations of **what worked and what didn't work in the real world of financial services**. An award winning sales person, Teresa believes that **sales must be seen as a simple process** for your staff to buy in and succeed! Teresa's **down to earth approach** has generated **two decades of accolades** from participants in her sales and service programs across the U.S. and abroad.

Recipient of the Training Practice of the Year Award from the International Stevie Awards for Sales & Customer Service, Teresa is ranked #1 on Global Gurus list of the world's customer service experts. Don't miss this chance to bring this great credit union training program to your staff at a fraction of the cost to bring Teresa onsite!

To learn more about Teresa and Common Sense Solutions, visit her website at **www.AllenSpeaks.com**

