

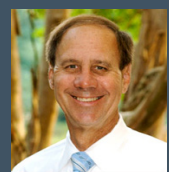
SMART Group

September 16 & 17 - Nashville, TN

Take Aways

- The four 'hats' you wear as a Sales Manager
- Principles of hiring the best and assessing your team
- Leading to expectations and managing to measures
- Developing, rewarding, and engaging your players through coaching and the process of accountability

About the Speaker John Horton



Before starting Corporate Energy, John was the Corporate Education Sales Leader for Milliken & Company, headquartered in Spartanburg, South Carolina. John was responsible for curriculum development, training, and

Accommodations

The Hotel Indigo
301 Union Street
Nashville, TN
615-123-4567
CSC room rate: \$265 per night (weekend rate limited availability)

Book online at: <https://tinyurl.com/smart-fall2021>

Reservation Deadline: September 2nd

Building a Winning Sales Team

Great sales teams don't just happen overnight they are built from the ground up. The journey starts with a collection of sales talent and a commitment and desire to win a championship.

As Sales Leaders, we are the captain of the ship and before we set sail on this cultural voyage, we need a map.

In our session together, we will create this blueprint, start with the basics and select ingredients that challenge them, reward them, and provide opportunities for growth... after all salespeople are a different type of people; they are energetic, outgoing, competitive, and driven by new challenges. Please be prepared to share your best practices and ideas as the answers are 'within'.

Register

Deadline: September 2nd

Ryan Sedlacek
ryan@networkcsc.com
629-235-7105

Agenda

Wednesday, September 15th

5:00 PM - 6:00 PM

Networking Social

Thursday, September 16th

7:30 AM - 8:00 AM

Registration & Breakfast

8:00 AM - 8:30 AM

Introductions

8:30 AM - 12:00 PM

Workshop

12:00 PM - 1:00 PM

Lunch

1:00 PM - 4:00 PM

Critical Issues & Best Ideas

6:00 PM - 8:00 PM

Group Dinner

Friday, September 17th

7:30 AM - 8:00 AM

Breakfast

8:00 AM - 10:30 AM

Best Ideas

Health & Safety Guidelines

Hosting a safe event is our top priority. All CSC staff have been certified in Pandemic On-Site Protocol. This training enables us to plan and conduct events at which all attendees can feel comfortable and safe. The Hotel Indigo is following CDC guidelines to ensure all attendees have a safe meeting experience. Masks are not required if you are fully vaccinated. Please visit our website to learn more about our safety plan and the guidelines in place for this meeting. CSCNetwork has created a Duty of Care as a commitment to our guests.

All attendees are required to complete our Live Event Waiver. CSCNetwork will email the waiver upon registration for completion.