

Sandler Sales Training

April 21 & 22, 2022
Chicago, IL



Learn Sales Strategies That are PROVEN to Work!

Hundreds of our members who have attended the CSC sales training programs have experienced significant improvements in their close rates, improved competitive messaging and shortened sales cycles. Why? Because this highly rated program focuses on shifting the mindset of your sales team into tactical selling that actually works!

Common Framework

The message is geared for the new sales reps, but is an equally important refresher for tenured reps and managers. We find the best results come from a company-wide focus, encompassing all people who 'touch' a customer or prospect.

Your team will learn the powerful Sandler Sales Training system that Steve Herzog applies to the textile rental industry. You'll gain a foundation for a consistent, transparent sales process, which will enable you to align your teams to effectively execute strategies for closing more business.

Actual Sales Scenarios of Rental Situations

When you participate in this workshop, you will work with real, live sales situations that challenge you and your organization. Participants put what they are learning to an immediate test.

What You Will Learn

- Learn how to stand out and be more effective than your larger competitors.
- Learn the psychology of decisions and how prospects actually buy.
- Practice personal experiences using training techniques.
- Gain control of the selling process in a way that your prospect feels comfortably in control.
- Learn the absolute "key" to sales success...it's not all what you know.
- Learn how to be on 'your system', not the prospect's system.
- Learn how to sell today and educate tomorrow.
- Position 'the sale' by being refreshingly 'direct' and separate yourself from the competition.
- Develop a personal growth plan and accountability system.

About the Speaker

Frank Rosamond, Mondbiz Strategic Business Solutions



Frank Rosamond is an innovative empathy-based servant leader with 25+ years of experience launching, building and managing successful business & sales operations in Top 10, mid-size and small markets. He has a proven track record of creating culture changes that allow for the recruitment and retention of high-achieving sales professionals and support staff.

Event Contact: Ryan Sedlacek – ryan@networkcsc.com

Meeting Details

Thursday, April 21, 2022

7:30 am - 8:00 am	Registration & continental breakfast
8:00 am - 11:45 am	Seminar
11:45 am - 1:00 pm	Lunch on your own
1:00 pm - 5:00 pm	Seminar

Friday, April 22, 2022

7:30 am - 8:00 am	Continental breakfast
8:00 am - 12:00 pm	Seminar

Registration & Cost

Registration Deadline:

March 29, 2022

Who should Attend:

Anyone involved in the sales, renewal or upselling process

Cost:

\$795 (\$50 discount applies to additional attendees from same company)

Cancellation:

Cancellation required by April 1st or \$100 fee will be applied, per attendee.

Hotel Information

Westin O'Hare

CSC room rate: \$179 per night

Book online at: <https://tinyurl.com/cscsandler2022>

Call 847-698-6000 and ask for the CSC Sales Training rate.

Reservation Deadline: March 29, 2022

Check-in: 3:00 p.m. Check-out: 12:00 p.m.



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 Westin O'Hare is following CDC guidelines to ensure all attendees have a safe meeting experience. Currently, masks are required indoors and proof of vaccination is required to eat indoors at restaurants.

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