

Join Us in May!



SMART

group

May 11 - 12, 2023 | Austin, TX

Excelling at Negotiations: The Lightning Round of Selling

Join Us in Austin!

Remember the old game shows where, at the end, the top person was put in the "lightning round" where they could either lose all their money, or exponentially increase it? There's a "lightning round" in sales, and that is the negotiation phase. It's high-risk and high-reward, and if you don't know what you're doing, you can lose money and/or the deal. In this program, Troy "The Sales Navigator" Harrison will show SMART group attendees how to excel at negotiations. The program will feature interactive exercises and role-plays, so be prepared to contribute. Topics covered include:

- The dirty secret of negotiating that customers won't tell you
- Digging your well before you're thirsty – questions to ask long before you reach the negotiations phase
- Anti-profit phrases your salespeople probably say every day
- Crafting your proposal for the negotiating environment
- The four words that matter most in negotiations
- Your ultimate trump card
- And more!

Who Should Attend

Intended for sales managers, but also relevant to general managers and owners. Attend CSC SMART Group meetings to help identify common opportunities, then develop sales and marketing solutions to capitalize on them.



Troy Harrison
Troy Harrison & Associates

About the Presenter

Troy has trained salespeople from 23 different countries on two different continents. He has worked with principals of companies in the US, Canada, Europe, and the Middle East. That's why they call him the "Sales Navigator" – he helps businesses navigate the Elements of Sales on their journey to the Island of Success.

Register!

- CSCNetwork has partnered with EventSquid to provide convenient event registration.
- You will create a profile to register through our new online platform.

Wednesday May 10th | Networking Social

5:00 PM - 7:00 PM **Networking Social - Punch Bowl Social**

Thursday, May 11th | 7:30-8:00 Breakfast | 12:00 Catered Lunch

8:00 AM - 8:30 AM **Introductions**

8:30 AM - 12:00 PM **Troy Harrison | Excelling at Negotiations: The Lightning Round of Selling**

1:00 PM - 3:00 PM **Discussion & Critical Issues**

6:00 PM - 8:00 PM **Group Dinner - Perry's Steakhouse & Grill**

Friday, May 12th | 7:30-8:00 Breakfast

8:00 AM - 10:00 AM **Sharing of Best Ideas**

Accommodations

- Hyatt Centric
- CSC Room Rate: \$269
- Book by April 12, 2023 | Book Online [Here](#)
- CSC rate available 3 days pre & post-meeting

Bring Your Best Idea!

- A Best Idea is a proven concept or process that has been implemented in your company. A Best Idea usually has created a financial impact on your Company's bottom line, or has had a positive impact on employee morale/satisfaction.
- Utilize this group as your consultant to help brainstorm or discuss any current issue that you are facing within your company.



Located in the heart of downtown Austin

**Register by
April 12th, 2023**

**Event Contact:
Jeff@networkcsc.com**