

An Exclusive Invitation From Chip Doyle



Is Your Sales Force Inhibiting
Your Company's Growth?

Have you finally hired your last bad sales executive?

Is your sales management team just "managing" or are they growing your sales force?

Does your team have the potential to execute your sales plans?

Using industry best practices for sales force selection or are you still "winging it"?

Hired "hunters" only to realize you've employed good customer service reps at best?

The Executive Luncheon for CEOs, Presidents and Managing Partners

"Building a Sales Organization with the Courage to Compete and the Skill to Win"

From the "Elevating Performance - Raising Expectations"™ National Series

Thursday, May 17, 2007
11:30am - 1:30pm at
The City Club, San Francisco

AGENDA:

- ✓ Separate the candidates that might sell from the ones that will sell
- ✓ Your company's culture and management practices may be eliminating the best candidates from consideration well before the final interviews
- ✓ 5 key responsibilities your sales manager should be working on
- ✓ 6 Elements you should require in your Sales Manager's accountability system

Register by April 27th
and receive

Sales Force Selection Educational CD and
"The Modern Science of Sales Force Selection"
white paper by David Kurlan.

RESERVATIONS REQUIRED | LIMITED SEATING

Register Online at
www.CEOLuncheon.com



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CHIP DOYLE



MBA - Univ. of Chicago,
BSEE - Univ. of Texas

Chip is an acclaimed speaker, and a leading sales force development expert. He has given multiple seminars to hundreds of top sales trainers in North America and Europe and conducts over 100 private seminars each year.

"Chip's program forces hiring executives to face their own hiring and managerial weaknesses and avoid repeating mistakes. I was shocked to find out that nearly everyone in the room had made the same mistakes more than once. I also learned quite a bit about the subtle characteristics of an "ace salesperson" which helped me zero in on the type of person we wanted to hire."

- Michael Onken, Bridge Marketing