



Selling To Design, Not Designing to Sell

Start Date: 10/10/2019 5:30 PM

End Date: 10/10/2019 8:30 PM

Location: The Tile Shop, 3130 Carpenter Rd., Ypsilanti, MI 48197

Cost: \$35 member, \$15 students, \$0 executive council

Presenter: Jan Neiges

CEU: Selling To Design, Not Designing to Sell

Track: Sales & Marketing Speaker: Jan Neiges, CKD

Cocktail & social hour: 5:30

Chapter announcements: 6:30

CEU presentation: 7:00

Adjourn: 8:30

Selling to Design is a process that Jan Neiges, Chapter Officer of the Rocky Mountain Chapter has developed over the years to improve her time on task in cultivating a lead to a sale. She has utilized her 27 years of sales training to create a selling process that improved her closing ration to 95% and earns her a design fee after spending only 2 hours with a lead.

Jan will explain her process and share documents she uses with her clients to help you improve your time on task and increase your closing ration resulting in more income.

• If you are spending 8-9 hours quoting/designing before a client commits to buy from you; OR

• If your closing ratio is less than 75%; OR

• If you are struggling to find ways to earn more income; OR

• If you are working 40-60 hours and making less than \$50K

THEN

• You need to learn how to Sell to Design by NOT Designing to Sell

Location(s)