

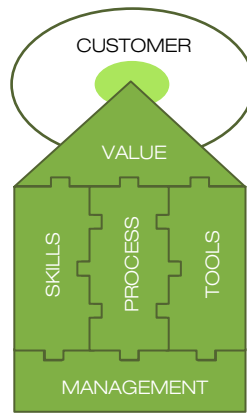


THE CONSELLEO OPEN

consultative selling - professional

Increased results, accurate forecasting, behavioral change, sales effectiveness and consultative selling are all words our clients have used when describing how Conselleo has helped them increase their revenue. Conselleo transforms sales organizations by changing the behavior of sales people, increasing their effectiveness while accelerating their results.

The model on the right is a visual overview of the elements of sales effectiveness. Achieving these results, requires behavioral change across the sales organization and strong commitment from management. Since 1994 Conselleo has been providing its clients around the world with services that transform sales and accelerate results. By implementing our proven sales management methodology our clients achieve increased revenues, accurate forecasts and overall sales effectiveness.



What makes Conselleo different? The whole is far greater than the sum of the parts. Our integrated formula for achieving behavioral sales change is:

- a proven and easily administered sales methodology
- sales training and follow-up coaching services
- simple and affordable web based tracking software
- a company-wide policy for best sales practices

The Conselleo Open includes a lifetime subscription to eCoach, our online coaching program as well as a 30 day subscription to our web-based tracking software, conselleoCSM Xpress. The Conselleo Open offers a 100% money back guarantee. The investment per seat is \$1,495.00

Our highly interactive program covers the following modules:

Day One:
Attitude, Communication Relationships Sales Process Methodology The Opportunity Pipeline Value Creation

Day Two:
Opportunity Management Activity Management The Personal Sales Plan Proactive Account Management Concluding with the Sales "Apprentice" Game

To register call 604.531.2878 or www.conselleo.com

open schedule

Vancouver, Canada
February 22nd & 23rd
White Rock Training Centre

Toronto, Canada
March 7th & 8th
Toronto Board of Trade

Mexico City, Mexico
March 28th & 29th
TBA

Sacramento USA
May 18th & 19th
Red Lion Inn