



NARI Front Range Chapter's March Chapter Meeting

Event:

Wednesday, March 17, 2010

6:00 PM | Registration & Networking
7:15 PM | Welcome & Introductions
7:30 PM | Presentation

Members - \$20

Guests - \$35

First Time Visitors - FREE

Host:

Blind Corners & Curves
8400 E Iliff Ave
Unit 14
Denver, CO 80231

Please join us from 9 am - 10 am on
the second Friday of each month for
the All Committee Meeting at:

**1582 S. Parker Rd., Suite 201
Denver, CO 80231**

The Market Has Changed... Has Your Sales Approach?

Join the Front Range Chapter of NARI for the March program. During this informative program, our presenter will discuss how to:

- Improve soft skills that produce hard sales results (i.e. delayed gratification, empathy, interpersonal skills and self regard).
- Eliminate outdated techniques and selling tools. Today's buyer can smell a fake a mile away.
- Develop a sales process that decreases free consulting, chase mode and price shopping.
- Get positioned to take advantage of the recovery. Get visible while your competitors are hunkering down.



Colleen Stanley SalesLeadership, Inc.

Colleen Stanley is the founder and president of SalesLeadership, Inc. She is a monthly columnist for *Business Journals* across the country, author of "Growing Great Sales Teams" and co-author of "Motivational Selling."

Colleen is the creator of Ei Selling™, a unique and powerful sales program that integrates emotional intelligence skills with consultative sales skills. Prior to starting SalesLeadership, Colleen was vice president of sales and marketing for Varsity Spirit Corporation. During her 10 years at Varsity, sales increased from \$8M to \$90M.

Contact Information:

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To register, visit www.remodelcolorado.org.

Cancellation Policy: Although we hope you are able to attend each event for which you register, should you find it necessary to cancel your registration, please do so four business days before the event. If we receive your cancellation within this time frame, you will receive credit towards a future event. However, if we receive your cancellation less than four days before the event, we will be unable to issue a credit. All cancellation requests are to be received in writing via fax to (303) 755-7363.