

Aligning with the Key Player - How to Make Effective Connections at the Executive Level

WEBINAR REMINDER

Mark your calendars for July 27, 2010 at 10am PDT.

Bosworth & Kenney Group Presents a Free Webinar:
"Aligning with the Key Player - How to Make Effective Connections"

When: Tuesday, July 27, 2010 at 10am PDT

Who: Mike Bosworth, Co-founder & Co-author of CustomerCentric Selling® and Michael Kenney, Principal with Bosworth & Kenney Group

How to Attend: Please follow the below instructions on how to join the meeting scheduled for Tuesday July 27, 2010 at 10am PDT.

Space is limited. Reserve your Webinar Seat Now at: (if link isn't live, copy/paste into your browser)

<https://www1.gotomeeting.com/register/631622128>

Why You Should Attend: Mike Bosworth, author and founder of Solution Selling® and Co-founder & Co-author of CustomerCentric Selling®, has done it again. He's created an innovative new platform for setting goals, finding inspiration, and connecting with others who share common ground.

Mike discovered in 2008 that developing connections is actually "teachable" and has **created Story Leaders™ to align with existing sales methodologies**. The skills provided by Story Leaders™, enables sellers to engage Key Players with greater purpose, confidence, and effectiveness.

Mike will explain how journeymen sellers can learn to better connect with executive-level buyers, inspire them, and motivate them to take action.

Please join Michael Kenney as he chairs a unique discussion with Mike Bosworth on exactly what Story Leaders™ is, and how its usage will help you fill your pipeline with opportunities that will leverage your sales process for both direct and channel selling.

