

# 1nService

## SALES Conference

### Growing Revenue - Leveraging 1nService Partnerships

*Develop strategic relationships that enable you to sell products and services and strengthen your client relationship to grow revenue quickly.*

*The Palms Hotel - Miami Beach*

## AGENDA

### Monday, January 26

1:00 PM	<b>Conference Opening ~ Introductions 1nService Member Sales Executives</b> <i>Attendees who have committed to participating in golf/water activity with fellow 1nService attendees will meet for introductions and group organization</i>	Lobby
1:30 PM	<b>1nService Networking ~ Miami Down Time With Your Peers</b> This will be an opportunity to relax and enjoy the area/resort and strengthen relationships through networking with 1nService members. <i>Golf - Sailing - Fishing Activities available - please contact Susan Brodeur for information.</i>	
6:30 - 8:00pm	<b>Cocktail Reception</b> Hors d'oeuvres and Cash Bar	Veranda Terrace

### Tuesday, January 27

7:45 AM	Light Continental Breakfast	Lower Lobby Foyer
8:00 AM	<b>Sales Conference Session Opening ~ Expectations &amp; Goals for this Conference</b>	Coconut Palm
8:30 AM	<b>Collaborative Selling</b> <i>A presentation on messaging and growing revenue with strategic partnerships that empower you to go high and wide in a client environment.</i>	Coconut Palm
9:30 AM	<b>Introductions &amp; Company Presentation</b> <i>Each Member Office will have a brief introduction of their company and core competencies.</i>	Coconut Palm
12:00 PM	Lunch Break <i>Participants will be free to use this time for a break or enjoy lunch with fellow attendees at a restaurant of their choice.</i>	
1:00 PM	<b>Selling 1nService ~ Building the 1nService Line Card</b> <i>This is not a presentation ~ this is a working session.</i>	Coconut Palm
2:30 PM	<b>Selling 1nService ~ Building the 1nService Line Card</b> <i>The Client Pain Funnel ~ How to Leverage the 1nService Portfolio to Drive Extraordinary Revenue</i>	Coconut Palm
4:30 PM	<b>Building the 1nService Sales Track</b> <i>2009 Initiatives &amp; Content for 2009 Sales Sessions - Training Suggestions - Best Practice Sharing</i>	Coconut Palm
5:00 PM	1nService Sales Conference Closes	