



**WNET Plus** - WNET participants asked for sessions that would help them grow their companies beyond the first few years - a new facilitated training and peer-to-peer program highlighting training through participation and hands-on group feedback. It is designed for businesses at least 3 years old and in the strategic growth stage. Not recommended for the timid. You must register in advance by calling 206-553-7315.

## *Sales: Managing Your Sales Team to Success*

Friday, May 6, 2005

You've pulled together your sales team (or are in the process of doing so) and you need to motivate and lead them to making more sales. Get specific ideas and information on turning your sales team into a dynamic force that helps your company increase sales and create corporate culture at the same time!

**Andrea Sittig-Rolf, Sittig Northwest Inc** and **Shannon Kavanaugh, Go-to-Market Strategies** will offer this interactive dynamic presentation. *"After many years of working with sales teams of all sizes and skill levels, we have found the most productive sales teams have very similar characteristics-specifically the right team, in the right roles, with the right incentives, sales process, tools and training"* Whether your business is experiencing sales problems or doing well but not "over-the-top" you are likely more focused on results than ever before. Many companies are looking for ways to optimize their sales force performance, but struggle with where to start. This WNET *Plus* session is designed for you!

*Sittig Northwest, Inc. is a result oriented, activity based sales training and new business development firm that helps companies increase sales through the creation and implementation of effective coaching programs.*

*Go-To-Market Strategies is a sales and marketing firm that helps companies with big aspirations and limited budgets integrate the magic of marketing with the science of sales.*

Facilitated by: Nancy Wagner, Cut to the Chase Marketing and Carole Butkus, Butkus Consulting.

**When:** Friday, May 6, 2005  
7:45 am - 11:30 am  
Networking begins at 7:15 am

**Where:** SBA - Education & Training Center  
1200 6<sup>th</sup> Avenue, 17<sup>th</sup> Floor  
Downtown Seattle  
(6<sup>th</sup> & University)

**Cost:** \$35 advance registration

**Contact:** Carol 206-553-7315  
*Limited registration - first 20 attendees*  
(No onsite or online registration available for WNET *Plus* sessions)

*WNET Plus Sponsors: Butkus Consulting, Cut-to-the-Chase Marketing, Givens Consulting  
Greater Seattle Chamber of Commerce, Media Skills Training & SCORE  
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