

WORKSHOP: Story Selling: Growing Revenues from New Sales

Schedule 19/09/2019

TIME SLOT	ACTIVITY IN THE PROGRAM
9.00 - 9.45	Keynote speaker
10.00 - 12.00	<ul style="list-style-type: none"> •It is Personal •Weapon A: Intro •Weapon B: Sales Stories
12.00 - 13.00	<i>Lunch break</i>
13.00 - 13.45	Round table
14.00 - 15.30	<ul style="list-style-type: none"> •Weapon C: Phone Call •Weapon D: Live Meetings
15.30 - 15.45	<i>Coffee break</i>
15.45 - 17.00	<ul style="list-style-type: none"> •Weapon E: The Proposal (Extra Bonus) •Q & A