

Can asking the right questions really help you get more of the right clients?

Yes!

Announcing the...

POWER QUESTIONS™ BOOT CAMP

Stand Out
from Your Competitors

Break Through
Objections to Your Solution

Get More
of the Right Clients

January 26, 2018

9:00am - 4:30pm

Location:

xxxx W. 22nd Street

(address provided to confirmed registrants)

Oak Brook, IL 60523

This event is for business owners and sales professionals who want to convert more prospects into clients through their networking and business development efforts.

Agenda:

8:30 Check in and Networking

9:00 Power Introductions

9:15 Developing Power Questions

12:00 Break for Lunch

1:00 Testing Power Questions

4:30 Conclusion

Investment:

\$297

Walk-ins are not allowed



Facilitator for this Event
Sherrin Ross Ingram

Attend this full-day workshop to learn...

How to Develop Questions that Help You Get to “Yes” Faster and Convert More Prospects into Clients

The right question (*i.e.*, a “Power Question”) asked at the right time has the power to shift the direction of a conversation and begin the process of changing how a prospect sees the value of your solution. In this unique business growth workshop, Sherrin will teach her breakthrough **Power Questions™** system that combines the science of neuromarketing with the art of developing questions that give you a competitive advantage. Using this powerful system will enable you to be more persuasive in any environment and move prospects through your pipeline faster.

If you’re not getting desired results from your networking and business development efforts, then you don’t want to miss this workshop! Specifically, you will...

- Learn how to use key principles of neuromarketing to help you communicate the value of your product or service more persuasively.
- Learn how to develop the right questions for your style that help penetrate through a prospect’s resistance to your solution.
- Learn powerful techniques for testing and refining your questions.

REGISTER AT:

www.PowerQuestionsJan.eventbrite.com

Sherrin Ingram is CEO of the International Center for Strategic Planning and a Vistage Chair. She works with growth-focused business owners and CEOs to identify and overcome the blind spots in their business development strategies and the gaps in their personal leadership skills. Sherrin is also an attorney, a best-selling author of multiple books, and a regular keynote speaker on strategy development and effective leadership at business meetings and industry conferences around the world.