

CHOCOLATE, It's Not Just For Breakfast Anymore

Sweet Bites of Innovative Sales Advice

An innovative sales advice program designed to empower sales executives to create lasting results and success in their quest for developing new business.



Wednesday, July 20, 2005: 7:00 to 8:30am

In this brief clinic you will learn:

Advice on how to develop case studies and leverage existing customers to build new business.

Recommendations on how to create the Ideal Customer Profile in order to clean up the pipeline and focus on real opportunities.

Information on how to practice networking strategies that garner actual sales results.

About the Speaker

Andrea Sittig-Rolf founded Sittig Northwest, Inc. in May of 2002 after 12 years of sales and sales management experience.

Before starting Sittig Northwest, Inc. she held various sales-related positions, such as Senior Account Executive at Voice-Tel, Account Manager at Lucent Technologies, and Regional Sales Manager, President's Club, at ACS Dataline, where she consistently exceeded revenue goals.



COLUMBIA
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CLUB 

Call the CTC Concierge at
206-622-2010 to make your reservation
\$15 Members, \$20 Non-Members (inclusive)

Location of Club: 75TH FLOOR The main entrance to the Bank of America Tower is from the Fifth Avenue Lobby, address: 701 Fifth Avenue. If you have parked in the Columbia Center Garage, take garage elevators to the Fifth Avenue Lobby. You will ascend the main elevator to the 40th Floor (Sky Lobby), and then change elevators and continue to the 75th Floor. Club Receptionists will direct you to your event location. Dress code is Business Casual.