

WORLDLEADERS



ANNUAL CEO CONFERENCE

Improving B2B Technology Sales Results for 2017

DATE | Tuesday, December 6, 2016 | 7:30 AM – 12 PM
LOCATION | The Strathallan @ 550 East Ave. Rochester, NY 14607

Who Should Attend

CEOs, Presidents, Sales Vice-Presidents, and Board Directors of B2B technology companies interested in improving sales results for their organizations.

Benefits of Attending

1. Gain new 2017 methods for developing a strong pipeline and closing more sales.
2. Learn how to find, assess, and select top performing B2B technology sales teams.
3. Discover approaches for evaluating and developing sales teams for year over year sales growth.
4. Receive an early release of the new 2017 version of our book *The Smart Sales Method for B2B Technology Sales Teams*



Joe Morone

SPEAKER

International B2B Technology Sales
Trainer, Speaker, and Author

www.joemoronesalespeaker.com
www.linkedin.com/in/increasesales



Karen Benjamin

SPEAKER

International B2B Technology Sales
Recruiting Practice Leader and
Speaker

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Schedule

- 7:30 AM – 8:45 AM Breakfast with Holiday Mimosas, Economic Growth Partners Exhibitor Showcase
9:00 AM – 9:15 AM Introductions and Opening Remarks by Special Guest
9:15 AM – 11:00 AM Seminar: *What It Takes to Win B2B Technology Sales in 2017 and Beyond*
11:15 AM – 12:00 PM Seminar: *Finding, Assessing, and Selecting Top Performing B2B Technology Sales Teams.*

Registration Information

Attendance is limited to a select number of B2B technology company leaders. This event is free to attend with limited seating. Registration is required for all participants. **Please confirm your registration online at <http://worldleaderssales.com>.**

We would like to highlight partner organizations to our attendees. Contact us about sponsorship opportunities: contact Myneco Ramirez at 585-705-9203 or hi@mbrconcepts.com