

Refine Your Skills: Sales Training and Leader Intensive. Reserve your spot!

Organizations eager for growth are focusing more attention on their talent development. The team at Barlow/McCarthy is offering **two training intensives**.

Session One focuses on Sales Training while Session Two has been revamped to build strong leadership skills.

Training location: Omni Amelia Island Resort - Amelia Island, Florida



Field Staff Training

March 12, 2026 | 9 am – 3:30 pm

Lunch provided

For field staff...a one-day intensive sales training covering the full selling cycle

- Current field strategies
- Improving face-to-face interactions
- Managing gatekeepers
- Asking better questions
- Staging the visit
- Asking for commitment

Who should attend?

- Teams of 1-2 members
- A new physician liaison
- Liaisons that desire a refresher



Leader Intensive

March 13, 2026 | 9 am – 2:30 pm

Lunch provided

A Management Intensive to Build Stronger Teams and Stronger Leaders

Join us for a focused, high-impact day dedicated to the people side of performance. Led in part by certified leadership coach Allison McCarthy, this session goes beyond tactics to strengthen your leadership game and elevate your team.

- Proven program best practices
- Setting clear goals and expectations
- Developing top talent
- Navigating difficult team dynamics
- Leading up, across, and within

Who should attend?

- New and existing managers and program leaders
- Individuals responsible for small programs

FIELD SALES TRAINING:


\$1,750
PER PERSON


\$3,000
TWO FROM SAME ORGANIZATION

Attend Both Days!


\$3,000
PER PERSON

LEADER INTENSIVE:


\$1,500
PER PERSON


\$2,500
TWO FROM SAME ORGANIZATION

Attendees are responsible for travel arrangements and accommodations.



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