

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**.

Day One focuses on sales training | Day Two strengthens the leadership skills of program managers and leaders.

Training location: Countryside Golf and Country Club – Naples, Florida

EXCLUSIVE DISCOUNT OF \$250 IF REGISTERED AND PAID BY SEPTEMBER 1



Field Staff Training

October 22 | 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

October 23 | 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:


\$1,850
PER PERSON


\$3,200
TWO FROM SAME ORGANIZATION

Attend Both Days!


\$3,250
PER PERSON

LEADER INTENSIVE:


\$1,600
PER PERSON


\$2,700
TWO FROM SAME ORGANIZATION

