



Selling Techniques That Work

Presented By

Carl Woodard

***Sales & Marketing
Consultant***

SCORE Chapter 503 Inland Empire

Carl Woodard of SCORE presents this workshop. During his extensive business career, Carl marketed, managed and sold many of the country's largest food brands, such as those of Hunt Foods: Hunt's Tomato Sauce, Swiss Miss cocoa, Wesson Oil, Orville Redenbacher's Gourmet Popping Corn, etc.

Selling is a combination of art and science. It can be learned. This workshop teaches you the mind-set of successful selling...How to prepare.. How to approach.. How to handle objections.. How to close and follow up after the sale. Whether you like to sell, don't like to sell or are afraid to try, you will learn techniques which help you sell your product or service face to face, in advertising, promotional materials, direct mail or on your web-site. After this three hour workshop, you will look forward to your next sale.

Free Workshop

Wednesday, February 29, 2012

9:00—12:00 p.m.

Redlands City Hall

35 Cajon Street, Redlands, CA. 92373



The workshop is free, but registration is required. Please register at this link:

<http://inlandempire.score.org/localworkshops>

Or call Heather Smith at 909-798-7629

Free parking available in the parking structure located on the corner of Citrus Avenue and Sixth Street