



## Course Dates & Times:

**NEW  
DATES**

- Thursday 7/16 8:00 am - 3:30 pm
- Friday 7/17 8:00 am - 3:30 pm
- Saturday 7/18 8:00 am - 12:00 pm

## Location:

**NECA, Cascade Chapter**  
315 S 3rd St, Ste 200  
Mount Vernon, WA 98273

## Cost:

No cost for NECA Cascade members  
**Lunch will be provided**



"Study any successful company that fields a number of sales professionals and you will discover that the smart businesses, the ones that get it, have a well-defined, duplicable selling system "

—Sean Samson

## Interested in any of the following?

- Introduction to Relationship Selling in the Electrical Arena
- Recurring Revenue
- Increased Negotiated Projects
- Multi-Year Service Agreements
- Scaling the capacity and capability of your organization to handle new sales & owner direct opportunities

## Who should attend?

- Owners
- Business Developers
- Sales Representatives
- General & Sales Managers

RSVP at [irisv@necacascade.org](mailto:irisv@necacascade.org)

or call 425.258.2644



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