

FREE
FOR ALL MEMBERS



BPAA ONE-DAY PROMOTING SALES OUTSIDE THE CENTER BOOT CAMP

TUESDAY, MAY 15

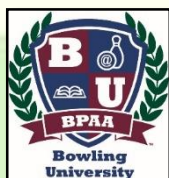
10:00 am to 4:00 pm

Promoting Sales Outside the Center

Students will learn best practices for creating sales opportunities outside the center, using telemarketing techniques and in-person meetings.

Objectives:

- **Goal Setting** - Establish future goals based on history and inventory.
- **Lead Generation** - Recognize an internal source of leads. Tap into existing resources to generate leads. Develop outreach efforts to promote sales outside the center. Generate leads through social media networking outreach.
- **Closing the Sale, Effective Strategies and Post-Event Follow-Up** - Decide the method of closing a sale close based on the client/prospect and product. Utilize direct-booking tactics to effectively close a sale. Implement sampling strategies to help close more sales. Maximize sales by utilizing a post-event follow-up method.



First 32
attendees are
FREE!
(\$49 Value)

To register please go to bowl-nj.com and click on
upcoming meetings to register



BPAA ONE-DAY PROMOTING OUTSIDE SALES CAMP SCHEDULE

Tuesday, May 15

- 9:00 am – 10:30 am – N. NJBPA Board of Directors Meeting
- 10:30 am – Noon – Class Instruction on Outside Sales
- **Noon – 1:00 pm – Free Buffet Lunch**
- 1:00 pm – 4:00 pm – Class Instruction on Outside Sales
- **5:00 pm – 7:00 pm – Group Dinner**

To be held at:

**Jersey Lanes
30 N. Park Avenue
Linden, NJ 07036
Phone: 908-486-6300**



GO TO BOWL-NJ.COM TO REGISTER

**Don't miss out on this FREE event to help
improve your centers sales ability!**