



PIA/SD Sales Club Webinar Series
Thursday, January 19, 2012



How We Made the Sale

Anatomy of a Successful 1:1 Project



PIA/SD has teamed up with thirteen other affiliates to bring you a monthly webinar series designed for print sales professionals! These 45-minute webinars provide a detailed insider's description of how a solution-sales was accomplished. Each month will feature a different vertical market presented by the key sales leads who were the driving forces behind these studies.

Featured January Market: Manufacturing

Karen Kaufman, Exec. Vice President ImageMark Business Services will present two case studies:

- Automotive After Market
- Water Quality Testing



The November Session Was a Hit!

"We loved the webinar as well as the technology utilized for presentation. We will be using this series in place of our weekly sales meetings. The content was superb and we look forward to the next edition." - Lenín Ruiz, Replica Printing

Gain priceless tactics you can use in your next sales effort including how and when to make presentations, customer buy-ins, pricing structure, & key personal interactions!

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YES! Sign me up!

You can also register online at www.piasd.org

Date: Thursday, January 19m 2012

Time: 11:50 am ~ Log in / Dial in
 12 pm - 1 pm ~ Webinar

Place: Your office or boardroom!
one-day prior to webinar, log-in information will be emailed to you

Cost: \$25 Sales Club member
 \$35 PIA/SD member
 \$45 non member

72-hour cancellation policy; no shows will be billed

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