



Association of
Career **Professionals**
INTERNATIONAL

The World's Voice on Career Issues

The Sales Manager Program **Develop Your Organizational Sales Strategy**

International Tele-class Series – Starting October 5, 2006

3 Levels of Competency Development specific to organizational selling of services in career and talent development.

Over a 4 month period you will work directly with Canadian sales professional, **Louisa Jewell** – the **ACP International Sales Manager** to **set goals, measure them and develop a strategy** that works for you to increase your sales.

Each group only has 5 participants to allow for a personalized experience. If a series is full, you will be advised that your name will be automatically registered for the next set of tele-classes with dates in Spring of 2007.

Step 1 - Select the program level you want to attend & register with pre- payment on-line on the ACP International web site. This allows you to work on solutions that suit your level of expertise. Dates for the sessions at each level will be listed on the web site.

Step 2 – Once you have registered, **Louisa Jewell will email you to set up a brief personal pre-class discussion by phone** to help develop a curriculum of topics that will be crafted by defining your personal organizational sales issues.

Step 3 – Attend the 4 tele-classes over a period of 4 months. PowerPoint slides will be emailed to you before any formal training takes place so that you have homework material to work with. A new technique will be introduced at each session and participants will share their experiences with the group and act as a support for each other with Louisa facilitating.

Each session will have a 'topic' to be explored in more detail. Each group will commit to achieving a certain increase in sales numbers over the period and will be held accountable to the group. Louisa will also participate in this accountability as your Sales Manager.

Cost per Level – \$425 US for ACP International members. Non-members \$650

As a member starting in Level 1, you can choose to pre-register for a **package of all 3 levels (graduating level 1 to 3 over the period of one year from Fall 2006) and the total cost is \$1100 a \$175 saving.**

There is no package cost for non-members or anyone starting in Level 2 or 3.



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Louisa Jewell has over 12 years of experience, selling Career and HR related services to organizations and as an accomplished Consultant, Facilitator and Trainer. As Vice-President of HR Solutions for Drake International, Louisa developed and launched Drake's suite of HR solutions into the marketplace.

Her expertise in sales and business solutions designed to attract, improve performance and retain talent, make her a much sought after and her clients often praise the dynamic energy she brings with the combination of warmth, humor and focus that helps keep a group engaged.

As a sales expert, she has worked with numerous businesses on sales strategy, sales training design and delivery, and strategic account planning. In her consulting work with IBM, Louisa has completed international assignments in Australia, Malaysia, Hong Kong, Singapore, UK and The Netherlands. Prior to her consulting career, Louisa worked for IBM Canada as a successful sales representative creating and selling technology-based business solutions at the executive level.

See the calendar of dates for the series and register on-line at www.acpinternational.org

Level 1 – Eager Learner For the professional, **new to the sales process** as an independent business or as a consultant in a firm with a new mandate for business development and wants to achieve results to build confidence.

Level 2 – Tested Professional For the professional who has progressed in their selling skills but wants to **move to a greater level of success**, looking for problem solving advice.

Level 3 – Advanced Master For the professional who is achieving sales results but is looking for advanced help to **develop solutions for a sales strategy at a deeper level.**



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Tele-class Calendar 2006 - 2007

Level 1 <u>Eager Learner</u>	Oct 5/06 11am ET	Nov 2/06	Nov 30/06	Jan 11/07
Level 2 <u>Tested Professional</u>	Oct 5/06 1pm ET	Nov 2/06	Nov 30/06	Jan 11/07
Level 2 <u>Tested Professional</u>	Feb 1/07 11am ET	Mar 1/07	Apr 5/07	May 10/07
Level 3 <u>Advanced Master</u>	Oct 6/06 11am ET	Nov 3/06	Dec 1/06	Jan 12/07
Level 3 <u>Advanced Master</u>	Sept 14/07 11am ET	Oct 5/07	Nov 2/07	Nov 30/07

*****Notice *****

Package Price
All 3 Levels

First date starts for Level 1 – October 5, 2006
First date starts for Level 2 – February 1, 2007
First date starts for Level 3 – September 14, 2007