



# LEADERSHIP SUMMIT '09

June 9<sup>th</sup> 10<sup>th</sup> at the **Minneapolis Airport Marriott Hotel**

"This is the only conference of its kind where Inside Sales Leaders come together to learn, share and network with those committed to the advancement of Inside Sales Reps, Managers, and Organizations".

Bob Perkins, CEO – American Association of Inside Sales Professionals

Leadership	Productivity	Sales Models
<p>How to gain Executive "buy-in" &amp; prove "value"</p> <p>Compensation and Recognition programs proven to work</p> <p>Best Practices on Developing and Motivating Teams</p>	<p>The Metrics that matter most</p> <p>Optimizing your CRM</p> <p>Is E-mail replacing the phone?</p> <p>Improving performance through training</p>	<p>What's the best model for you?</p> <p>Top must-do's to optimize inside partnering with field reps</p> <p>"HUNTING" in a farmer model</p> <p>Winning formulas for "teaming"</p>



### Who Should Attend?

- Inside Sales Supervisors/Managers, Directors of Inside Sales, VP Sales, EVP, Sr. Sales Leadership
- Companies who need to grow revenues through inside sales during difficult economic times –
  - Leaders committed to building, developing & improving their inside sales organizations -
  - Companies/leaders looking to implement new or improve existing inside sales teams -

\* Register by May 15<sup>th</sup> and receive a complimentary 1 Year AA-ISP Membership

Register by 4/30 **\$795<sup>00\*</sup>**

After 4/30 - **\$850<sup>00\*</sup>**

**2 Attendees – get 10% off each**  
**3 Attendees – get 15% off each**



To register: [www.aa-isp.org](http://www.aa-isp.org) Or Call **1.800.604.7085 ext 110.**

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