



Metropolitan Senior Network

Presents:

Successful Follow-up *The Next Step*

By: Chelyn Briand, Professional Certified Coach as a Sales Specialist



Part 2 of 2 - At the February MSN Meeting the focus was "Preparation and Uncovering a Motivation." The next step is Successful Follow-up. At the March meeting you will:

- Learn the value of post call reviews
- Learn to maintain your momentum
- Learn to reduce your sales cycle by improving the effectiveness of your calls
- Learn to make the most of your meetings

Wednesday, March 7, 2012

Check-in begins at 8:00 am

Breakfast Sponsor: Dignity Memorial (Marie Henry)

Location: Valley View Evangelical
11501 SE Sunnyside Rd.
Clackamas, OR

Cost: \$60/per year or \$10/per meeting

Directions: Take I-205 to Sunnybook/Sunnyside Exit, go East about one mile. Valley View is on the Left directly across from Miramont Pointe. Go past the church (no left turn), U-turn at the next light and turn right into church parking lot.

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MSN is dedicated to promoting the professionalism of Marketing, resulting in appropriate housing and long-term care for residents.

Upcoming Meetings

April 4, 2012
Sunset Presbyterian
14986 NW Cornell Rd.
Portland, OR

May 2, 2012
Sunset Presbyterian
14986 NW Cornell Rd.
Portland, OR

June 6, 2012
Sunset Presbyterian
14986 NW Cornell Rd.
Portland, OR



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