

Bright ideas for business ... Bright ideas for life!

Ameriprise Financial Advisor Training

Make your connections count...

- generate referrals
- leverage strategic relationships
- close more sales



Where:

Ameriprise Conference Room
Five Lincoln, Suite 360
10200 SW Greenburg Road
Portland, OR

When:

Mondays 8/30, 9/13, 20, 27

Time:

2:30pm—4:00pm

Investment: \$149* by 8/23

After early bird \$179

4 weeks of training
Includes workbook

*Satisfaction guaranteed!

If you implement your action plan for 60 days and you're not satisfied with the results, we'll refund your tuition.

3 Ways to register:

- www.KathieNelson.com/events
- Call 503-641-4354
- Email
Kathie@KathieNelson.com

Want more sales? Tough times call for focus. How you connect affects your results now more than ever. It's time to build relationships that generate results every time. Join us for this 4-week series to sharpen your plan and increase your impact!

Week 1: Refine Your Personal Marketing Blueprint

- Focus Formula for Busy People = Right message, people, and activities
- Gap Assessment
- Work the numbers

Week 2: Activate Your Professional Network

- Who's in? Who's out? Identify partnerships that work
- Fresh WINs—Taking the WIN/WIN/WIN to the next level
- Plan to WIN Big

Week 3: Supercharge Your Sales Conversations

- Craft Questions that Drive Sales
- Mini-close techniques
- Conversations that WIN every time

Week 4: Keep your Network Alive

- Adopt a Professional Networking Mindset
- Measuring what matters
- Self-Coaching for Busy People—techniques to stay unstuck

Each workshop is designed to leave you with action items to move you closer to your goals. Invest the time in yourself to sharpen your plan and get a jumpstart on your busiest season. ***What is the cost of lost opportunity while you wait for a catalyst to move you forward?***



Your facilitators:

Kathie Nelson, founder and principal business strategist at Connectworks, brings a wealth of experience as a serial entrepreneur and sales leader to independent professionals. Her cut-to-the-chase deliverables help motivated entrepreneurs get more of what they want. More profit, connections to the right people and leveraged time.

Karen O'Keefe, business growth strategist and executive coach at Connectworks brings her expertise in strategic planning, logistics and small business to professionals in legal and financial arena. She is gifted in sorting out challenges and getting to solutions quickly.

