



## Action Plan For Success Series Webinar Calendar 2010

Participants are welcome to attend any session when their purchased webinar is available. All sessions start at 1:00 pm eastern.

Space for each Webinar Series is limited. To reserve your attendance, please visit [www.b2bsalesconnections.com/store.php](http://www.b2bsalesconnections.com/store.php)

Action Plan For Sales Success			Action Plan For Sales Management		
Available Dates			Available Dates		
Section 1	<b>Why Are You In Sales? - Goal Setting &amp; Action Planning</b>	6-Jan-2010	Section 1	<b>The B2B Sales Process - The Sales Manager's Role</b>	7-Jan-2010
		3-Feb-2010			4-Feb-2010
		3-Mar-2010			4-Mar-2010
		7-Apr-2010			8-Apr-2010
		5-May-2010			6-May-2010
		2-Jun-2010			3-Jun-2010
		7-Jul-2010			8-Jul-2010
		8-Sep-2010			9-Sep-2010
		6-Oct-2010			7-Oct-2010
		3-Nov-2010			4-Nov-2010
		1-Dec-2010			2-Dec-2010
Section 2	<b>It All Starts Here - Define Your Target Market, Create Your Follow-Up File &amp; Then Prospect</b>	13-Jan-2010	Section 2	<b>Eagles or Turkeys? - Recruiting and Hiring The Right Sales Professionals</b>	14-Jan-2010
		10-Feb-2010			11-Feb-2010
		10-Mar-2010			11-Mar-2010
		14-Apr-2010			15-Apr-2010
		12-May-2010			13-May-2010
		9-Jun-2010			10-Jun-2010
		14-Jul-2010			15-Jul-2010
		15-Sep-2010			16-Sep-2010
		13-Oct-2010			14-Oct-2010
		10-Nov-2010			11-Nov-2010
		8-Dec-2010			9-Dec-2010
Section 3	<b>Why Do Prospect Buy? - The Fact Find</b>	20-Jan-2010	Section 3	<b>It All Starts Here! - Your 90 Day Sales Rep Success Plan</b>	21-Jan-2010
		17-Feb-2010			18-Feb-2010
		17-Mar-2010			18-Mar-2010
		21-Apr-2010			22-Apr-2010
		19-May-2010			20-May-2010
		16-Jun-2010			17-Jun-2010
		21-Jul-2010			22-Jul-2010
		22-Sep-2010			23-Sep-2010
		20-Oct-2010			21-Oct-2010
		17-Nov-2010			18-Nov-2010
		15-Dec-2010			16-Dec-2010
Section 4	<b>Selling Your Solution - The Presentation of Offer</b>	27-Jan-2010	Section 4	<b>You Are The Coach - Ongoing Management Tools</b>	28-Jan-2010
		24-Feb-2010			25-Feb-2010
		24-Mar-2010			25-Mar-2010
		28-Apr-2010			29-Apr-2010
		26-May-2010			27-May-2010
		23-Jun-2010			24-Jun-2010
		28-Jul-2010			29-Jul-2010
		29-Sep-2010			30-Sep-2010
		27-Oct-2010			28-Oct-2010
		24-Nov-2010			25-Nov-2010
		22-Dec-2010			23-Dec-2010

Note: There are no webinars offered in August

B2B Sales Connections is an online sales training website with free sales resources, a specialized sales job board & a free resume listing service for b2b sales professionals!

A Better Sales Career Course! A Better Sales Candidate Source! A Better Sales Training Resource!

**B2B Sales Connections - Helping You Achieve Your Sales Potential!**