



Superior Performance- The Road to Excellence

A two day contractor business training:

Sales, Quality, and Leadership

January 9-10, 2019

Preliminary Agenda

Tuesday, January 8, 6:30pm

For those arriving early, we'll meet at TBD to grab a bite, grab a beer, hangout with old friends and new, and jumpstart the conversation. "Dutch Treat"

Wednesday, January 9

7:30am Continental Breakfast & Coffee

8:00am Welcome and Overview

8:15am Introduction and Why are YOU here?

Track 1

Track 2

8:45am Increasing Our Profit by Raising the Bar – John Tooley

**Defining Your Sales Process:
Consultative Selling to Build Value –
Ed Matos**

10:15am Bio Break and Phone Calls.

**10:45am Defining Your Sales Process:
Consultative Selling to Build
Value – Ed Matos**

**Increasing Our Profit by Raising the Bar –
John Tooley**

12:15pm

Lunch (Provided)

**1:30pm Attracting, Developing and Retaining
Superior Employees – John Tooley**

**Closing the Business: Signing at the
Kitchen Table! – Ed Matos**

2:45

Quick Break

3:00pm **Defining Your Sales Process: Consultative Selling to Build Value – Ed Matos** **Attracting, Developing and Retaining Superior Employees – John Tooley**

4:15pm **Wrapping Up Today and Getting Ready for Tomorrow**

4:30pm **Adjourn**

Thursday, January 10

8:00am **Kicking off Day 2 – Ed Matos**

8:15am ***Leadership That Succeeds* – John Tooley**

Superior leadership presents a profound approach for lasting change. Leadership skills will maximize team productivity, drive breakthrough innovation, and secure a competitive edge for your company. John will explain how to reduce hassle, decrease expense and increase profit. John has been leading us for decades. Leaders are far and few between, but paradoxically, anyone can be a leader. You might be one!

9:30am **Bio Break and Phone Calls.**

Track 1

Track 2

9:45am **Sales and Sales Management are Different: How to create a winning formula for Training and Managing your Salespeople. – Ed Matos**

Creating a Culture of Prevention – John Tooley

10:45am **Break**

Track 1

Track 2

11:00am **Creating a Culture of Prevention – John Tooley**

Sales and Sales Management are Different: How to create a winning formula for Training and Managing your Salespeople. – Ed Matos

12:00pm **What do YOU want to cover this afternoon? Building the Afternoon Agenda**
We've got a room full of smart people, including you. We'll now decide what we want to explore this afternoon, pursuing earlier topics more deeply, or broaching new subjects.

Alert: These will almost certainly be the most important and rewarding discussions of the workshop! (And we get to use dots!)

12:15pm Lunch (Provided)

1:00 – Participant Driven Sessions – Led by All Of Us. These are the topics YOU want to
3:45pm hear more about!

3:45pm Wrap-Up and Adjourn