

# Sales Force Development

## Program Registration

### PROGRAM OVERVIEW

Violand Management works directly with sales professionals in the restoration industry to improve performance and generate sustained profitable growth for their companies. Specifically designed for sales professionals with less than three (3) years' experience in the restoration industry, the Sales Force Development program develops sound selling behaviors and provides detailed, market-specific sales processes and tools that build on clear understanding of the target market segments and the needs of the customer.

### INTRODUCTORY SESSION

The 2-day, classroom style introductory session held in Canton, Ohio is a prerequisite for those candidates who are new to restoration. The program includes an introduction to the industry and its unique aspects, constructing a foundation of effective planning, target market identification, relationship building and more. This prepares the attendee to receive full benefit from the remainder of the program.

### FULL PROGRAM

Sales Force Development is presented through 16 interactive on-line webinars. The schedule recognizes the value of the sales professionals' time and their need to maintain a consistent presence in the marketplace. Therefore, the program is designed to build skills through the weekly webinars and related assignments with minimal disruption to schedules.

Each weekly webinar is 1-1.5 hours in length. Eight assignments are included in the 16 week course to reinforce the concepts, linking them to the participants' ongoing selling activities.

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### PARTICIPANT INFORMATION

Participant: \_\_\_\_\_ Company: \_\_\_\_\_

Participant's Email: \_\_\_\_\_ Today's Date: \_\_\_\_\_

Company Address: \_\_\_\_\_ IICRC Member Number: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Manager: \_\_\_\_\_ Phone: \_\_\_\_\_

Manager's Email: \_\_\_\_\_



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### COURSE SELECTION

- Full Program: Introductory 2-day class session + 16 weekly webinars Cost: \$3,500
- Weekly webinars only: 16 weekly webinars of 1.5 hours Cost: \$3,000

### PAYMENT OPTIONS

- Option A – I will pay the complete program fee in full along with the registration.
- Option B – I will pay \$700 with registration for the Full Program (\$600 for webinars only) and agree to pay a monthly amount of \$700 for the Full Program (\$600 for webinars only) for the four (4) month period of the program. Monthly payments may be billed to my credit card or withdrawn from my checking or savings account automatically.

### METHOD OF PAYMENT

**Payment by Credit Card** \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard \_\_\_\_\_ Discover \_\_\_\_\_ AmEx

Name Shown on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiration (MM/YY): \_\_\_\_\_

Signature: \_\_\_\_\_ 3 or 4 digit Security Code: \_\_\_\_\_

Statement Address (if different from above): \_\_\_\_\_

**Payment by Bank Withdrawal** Withdraw from: \_\_\_\_\_ Checking \_\_\_\_\_ Savings

Name on Account: \_\_\_\_\_ Name of Bank: \_\_\_\_\_

9-digit Routing #: \_\_\_\_\_ Account #: \_\_\_\_\_

Signature: \_\_\_\_\_

*Once you commit to Sales Force Development by submitting your completed registration, you are reserving your seat for the entire length of the program. If you withdraw, your seat will remain open, so please realize the commitment this program requires. If you cancel for any reason and payments have already been made for future classes, you will be refunded 50% of payments made for unused classes. Cancellation requests must be sent directly to Tom Cline (tccline@violand.com).*

*If you wish to cancel your enrollment before the session begins, you will receive 75% of all payments made minus a \$250 administrative fee. If you decide to cancel your registration, you must mail your written request to Violand Management Associates, 7026 Mears Gate Dr. NW, North Canton, Ohio 44720, or email it to the Program Administrator, Tom Cline (tccline@violand.com).*

*I have read and agree to the above terms of the Sales Force Development program. By signing below I acknowledge these terms and will adhere to them to the best of my ability.*

Participant Signature: \_\_\_\_\_ Date: \_\_\_\_\_

