

# Sales Force Development

## Program Registration



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### 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 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.

Sales Force Development is presented through 19 interactive online 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. The first three webinars are for sales managers and the next 16 webinars are for the salespeople.

Each weekly webinar is 90 minutes in length. Eight assignments are included in the 19-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: \_\_\_\_\_ Manager Phone: \_\_\_\_\_

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

### PAYMENT OPTIONS

- Option A – I will pay the \$3,000 program fee in full along with the registration.
- Option B – I will pay \$600 with registration for the Program and agree to pay a monthly amount of \$600 for the Program for the four-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 Monthly payments may be billed to my credit card or withdrawn from my checking or savings account automatically.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: \_\_\_\_\_

**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 John Monroe (jmonroe@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 Instructor, John Monroe (jmonroe@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: \_\_\_\_\_