



PRESENT

Sales Management

This workshop is part of the Branch Management School Series – visit <http://www.cftacs.org/njb/documents/BMSSBrochure.pdf> for complete information

Tuesday, February 28, 2012 – NJBankers Association, 411 North Avenue East, Cranford NJ 07016

Seminar: Half-day session (9:00am – 12 Noon) Registration and coffee available at 8:30am

TUITION: The workshop fee is **\$255.00** per person for Education Fund Supporters. A 25% additional fee applies to all others. **NOTE: If this seminar is taken with Sales Skills, tuition for the full day is \$325.00 per person for Education Fund Supporters.** A 25% additional fee applies for all others.

ABOUT THIS SEMINAR: This session focuses on developing specific coaching and feedback skills in branch managers to help them integrate a sales culture in their branch.

TOPICS TO BE COVERED:

- How to gain confidence in your role as a coach in building a sales culture.
- How to develop specific feedback skills that you can apply on-the-job immediately.
- Understanding effective coaching components and be able to apply them to your staff.

WHO SHOULD ATTEND: Newly selected branch managers, assistant managers, management trainees, teller supervisors and experienced managers seeking formal training.

YOUR SEMINAR LEADER: Richard T. Pryor, President of RTPryor Associates, has 35+ years' experience in financial services. His expertise is in the areas of Sales, Sales Management, Supervisory and Management Skills, as well as Communications, Coaching and Presentation Skills. A dynamic presenter, Mr. Pryor has trained thousands of employees throughout the United States.

This workshop may be conducted on-site upon demand for a minimum of 10 students. Please contact Karen McMullen, SVP/Regional Director, CFTACS at karen@cftacs.org or 1-800-795-5242 Ext. 9958.

BMS workshop credits can be used toward all of CFT's diplomas and certificates where applicable.