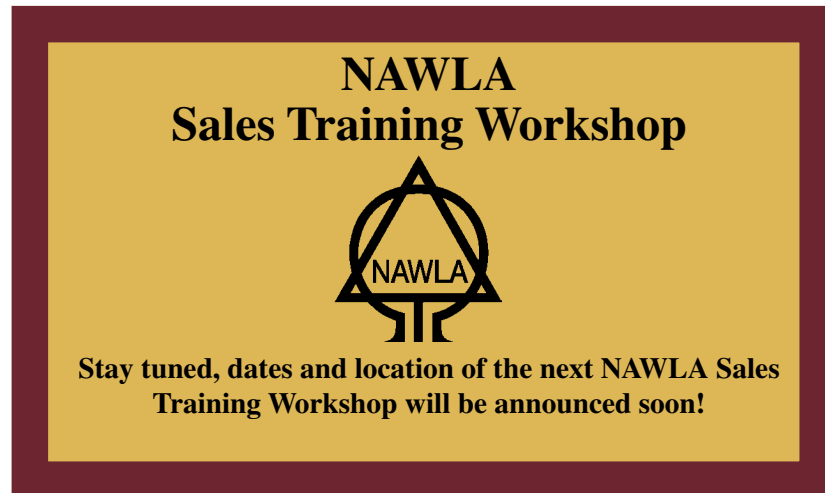


## **NAWLA Sales Training Workshop**

Educational Programs | Wood Basics Course | University of Industrial Distribution | NAWLA Buyer's School  
NAWLA Sales Training Course Manual | NAWLA Executive Management Institute (EMI) | NAWLA Webinars

## **NAWLA Sales Training Workshop**



### **Need to energize your Sales Force!**

Send them to the NAWLA Sales Training Workshop. Your team will will experience a full day of business producing sales training.

Attendees will learn:

- Prospecting
- Needs Analysis
- Full Disclosure Selling
- Closing
- Leadership Speech
- Goal Setting *And much, much, more!*

Your sales force will not want to miss the discussion, role playing and hands-on practice. They will learn and practice selling techniques and attitudes they can apply to their own sales the following selling day!

Stay tuned, dates and location of the next NAWLA Sales Training Workshop will be announced soon!

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