



PROJECT OPPORTUNITY

LUNCH AND LEARN

HOW TO HAVE AN AWESOME FIRST APPOINTMENT

Thursday October 3, 2019 11:30am to 1:30pm

Want to know more? Register for the **Project Opportunity Lunch and Learn**

<https://www.project-opportunity.com/upcoming-events/>

This program will be held at:

**The Lower Shore American Job Center (Room 12)
31901 Tri-County Way, Salisbury, Maryland 21804
Check in begins at 11:30am.**

Guest Speaker: Thomas Ellis, Chief Sales Office of EWC Consultants

[linkedin.com/in/thomaseellis](https://www.linkedin.com/in/thomaseellis)

Few people enjoy the cold call and dealing with rejection on a regular basis. That's why the appointment is such a pivotal stage within the sales process. You've communicated with your prospect over the phone and have arranged time in their schedule for a face-to-face meeting. Don't take this lightly. This is the most important appointment you will ever have so you must bring your "A" game.

Participants will learn how to:

- **Prepare for the appointment**
- **Set Goals**
- **Uncover the Big Issues**
- **Close for the next step**

Seats are limited. Registration is required.

Funding for this workshop provided by: The Community Foundation of the Eastern Shore