



**PROJECT  
OPPORTUNITY**

**FREE ENTREPRENEUR WORKSHOP  
FOR PROJECT OPPORTUNITY GRADUATES, VETERAN AND MILITARY  
SPOUSE SMALL BUSINESS OWNERS**

## *How to Have An Awesome First Appointment*

**THURSDAY, JUNE 20, 2024 11:30 AM – 1:30 PM (Lunch Provided)**

**Reveille Grounds, 1401 Severn Street, Suite 250, Baltimore MD 21230**



- Register at

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

[Guest Speaker: Thomas Ellis, Chief Sales Officer of EWC Consultants](#)

Participants will learn how to:

- Prepare for the appointment
- Set Goals
- Uncover the BIG Issue
- Close for the next step

Prospecting is probably the most grueling part of the sales process. 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

**This workshop is sponsored by Philip E and Carol R Ratcliffe Foundation.**