



# THE PREFERRED IN-HOME SELLING SYSTEM COURSE (SALES 101)

## This is your opportunity to profit from every lead!

**DECEMBER 16 – 17, 2014**

**Calgary, Alberta**

Hotel Blackfoot

5940 Blackfoot Trail SE

Calgary, AB T2H 2B5 Canada

*Attendees are responsible for hotel rooms – \$179.00 plus tax.*

**\$200 per person for Preferred Contractor members**

*Owens Corning will provide food and beverages during the meeting.*

### **Tuesday Session**

Registration – 9:00 a.m. to 10:00 a.m.

Session – 10:00 a.m. to 5:00 p.m.

Lunch Included

### **Wednesday Session**

Breakfast – 8:00 a.m. to 9:00 a.m.

Session – 9:00 a.m. to 3:00 p.m.

Lunch Included

This is a required pre-requisite class for upcoming trainings.

**CALL TO REGISTER – SEATING IS LIMITED**

**1-866-776-3375**

Online registration:

<http://app.certain.com/profile/form/index.cfm?PKformID=0x1824457b8d5>

**Set yourself apart from your competition**

**Close more deals**

**Make more money on every job**

This comprehensive course is designed to improve your presentation skills and selling techniques through every step of the in-home selling process:

- Setting homeowner expectations
- Conducting inspections
- Creating a company story
- Presenting your products

**CONDUCTED EXCLUSIVELY FOR OWENS CORNING BY SALES CHAMPION RODNEY WEBB**

**Rodney Webb** is one of the most sought-after trainers in the home improvement industry. He is known as “The 91% Guy” for his extraordinary closing rate as a sales professional. Attendees report an immediate and sustained double-digit increase in their closing rates.