



THE PREFERRED IN-HOME SELLING SYSTEM COURSE (SALES 201)

EXCLUSIVELY FOR OWENS CORNING™ CONTRACTOR NETWORK MEMBERS. DON'T MISS IT!

This is your opportunity to profit from every lead!

**SALES 101 OR
SELLING INSURANCE IS
A PRE-REQUISITE CLASS
FOR THIS TRAINING**

SEPTEMBER 30 – OCTOBER 1, 2014

Grand Rapids, MI

Amway Grand Plaza Hotel

187 Monroe NW

Grand Rapids, MI 49503

Attendees are responsible for hotel rooms – \$149.00 plus tax.

\$200 per person for Platinum and Preferred Contractor members

\$250 per person for Contractor Rewards 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

CALL TO REGISTER – SEATING IS LIMITED

1-866-776-3375

<http://app.certain.com/profile/web/index.cfm?PKWebId=0x6382871aad>

Set yourself apart from your competition

Close more deals

Make more money on every job

Now that you've been through the 101 course and are familiar with the 10-step in-home selling process, Owens Corning™ is coming to you with more in-depth information on how to really push your company and products as well as how to close the sale. Featured topics of the 201 course:

- Step 4: Telling your company story
- Step 6: Product presentation
- Step 7: The pre-close
- Step 8: The close

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.