

Revenue Growth Workshop

Hosted by
Wayne O'Neill

\$2,450 per person | February 23-24, 2016 | La Cima Club | Irving, Texas

It's time to RESET your approach

Register for this 2-day interactive event delivered by Wayne O'Neill, creator of The Connection Process™, a proven 4-part methodology designed to drive sustainable revenue growth, and learn how to create and shape the work your firm wants to win.

WHO SHOULD ATTEND?

Industries:

- + Design and Construction
- + Strategic IT
- + Strategic Intent

Size:

- + Mid-tier regional players
interested in driving their growth

Position:

- + Executive/Leadership level who ultimately
"own" the revenue growth for their firm

Key Takeaways

- + Learning to connect with owners/decision-makers
- + Implementing sustainable pathways to account-based relationships
- + Learn to leverage partner relationships in new ways to create impact and speed to revenue
- + Challenge the traditional sales process and learn a collaborative new approach called "The Connection Process"
- + Combine what may already be delivering some revenue success at their firm with the new approach you learn during the workshop

For More Information

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