

**Grow Your Sales in 2010.  
Here's how...**

## **SALES TECHNIQUES WEBINAR SERIES**

Now, more than ever, the key to success is growing your sales. Developed by PFC Services, Inc., in conjunction with *LBM Journal*, the goal of the introductory four-part Sales Techniques Webinar Series is to immediately enhance sales associate and sales manager performance. Lasting approximately 45 minutes each, the sessions are structured to sharpen selling skills for building material dealers and specialty distributors.

**The webinars will be conducted live at 1:30 p.m. eastern time on the following Tuesdays:**

- February 2: **Webinar Learning and Sales Fundamentals**
- February 16: **Inside Sales Techniques**
- March 2: **Optimizing Sales Between Departments**
- March 16: **Advanced Sales Techniques**

While the sessions will be conducted "live," participants may also review via recorded sessions for at least 30 days following the session. There are several ways to participate, but you must act now!

- 1. Company Package: Best Value**  
up to 10 unique logins for all four webinars and recorded sessions for just \$499 (**save up to \$1,291!**)  
Call 678.560.6725 with questions.
- 2. Individual Package**  
four webinars and recorded sessions at just \$179 (save \$57).
- 3. Individual Sessions (Early Bird)**  
single webinar and recorded session (10 days advance) at \$49 (save \$10).
- 4. Individual Sessions**  
single webinar and recorded session without 10 days advance registration at \$59.

### **SPECIAL BONUS**

Purchase the individual or store package and receive a discount on any upcoming certificate programs made available by *LBM Journal*/PFC Services.

Individual Package subscribers will receive a \$100 credit and Store Package subscribers will receive a \$250 credit.

### **REGISTRATION IS EASY**

Visit [LBMJournal.com](http://LBMJournal.com) and click on the "Upcoming Webinars" button. All major credit cards accepted. Or e-mail [pdb79@comcast.net](mailto:pdb79@comcast.net), along with a list of your attendees (with unique e-mail addresses) and we will invoice your store.

**Questions?**  
**Call 678.560.6725**

**STREET-LEVEL, IMMEDIATELY-ACTIONABLE STRATEGIES FOR LUMBER/BUILDING MATERIAL DISTRIBUTION PROS.**