

BUSINESS GROWTH INTENSIVE PROGRAM

COURSE SYLLABUS

#	Module	Date & Time
1	How to Target Clients Who Pay More, Stay Longer and Refer Others	Tuesday 2/21/2012 7 PM ET / 4 PM PT
2	How to Ethically Spy on Your Competitors Offline	Wednesday 2/22/2012 7 PM ET / 4 PM PT
3	How to Stealthily Spy on Your Competitors Online	Tuesday 2/28/2012 7 PM ET / 4 PM PT
4	How to Build Credibility & Trust to Become the Logical Conclusion in Your Prospect's Mind	Wednesday 2/29/2012 7 PM ET / 4 PM PT
5	How to Automate the Early Stages of the Sales Process to Improve Closing Ratios & Decrease the Time to a Deal	Tuesday 3/6/2012 7 PM ET / 4 PM PT
6	How to Eliminate Your Competition Without Ever Mentioning Them by Name	Wednesday 3/7/2012 7 PM ET / 4 PM PT
7	How to Get the Most Out of Your Sales & Marketing Efforts by Minimizing Wasted Time and Expenses	Tuesday 3/13/2012 7 PM ET / 4 PM PT
8	How to Overcome the 12 Most Common Objections to Close More Deals Faster	Wednesday 3/14/2012 7 PM ET / 4 PM PT
9	How to Improve Closing Ratios and Get More Referrals Systematically	Tuesday 3/20/2012 7 PM ET / 4 PM PT
10	How to Leverage 8 Different Strategies & 115 Tactics to Expand Your Visibility Rapidly	Wednesday 3/21/2012 7 PM ET / 4 PM PT

INSTRUCTOR:

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