

# FROM **RED TO BLACK** WORKSHOP

**DATE:** May 4, 2017 **TIME:** 8:00 to 10:00am (MST) **LOCATION:** Noah's Event Venue | Theatre Room

## YOUR WORKSHOP LEADERS



### Scott Stephenson

Scott Stephenson has over 20 years of consulting experience in training design, implementation, facilitation, change management, customer loyalty, leadership development, and sales and marketing. He has designed and implemented management systems to support major change initiatives for numerous organizations throughout the United States, Europe and Asia.



### Roger Knecht, President, Universal Accounting Center

Speaker, Author, Business Value Builder & Trainer - Roger Knecht can help you develop a team of committed individuals for success and profits using a proven system.



## From Red to Black:

Within business there are specific strategies and processes to turn a business around and insure profit. Every business has cycles and trends that it must deal with and following these principles empowers a business owner to be more in control when working to be profitable. Attend and leave with action items to help you weather the storms that may come in business.

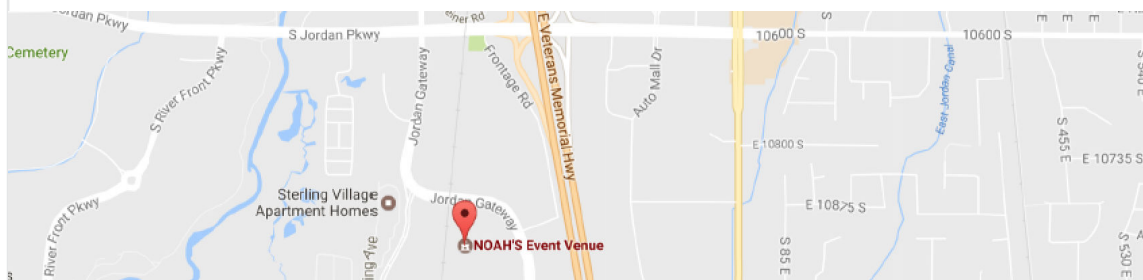
## Cut to the chase

When implemented these principles can make your business more profitable. You'll learn:

- Seven Key Elements to the sales process to insure you are helping your customers understand why you are the best solution and decide to move forward.
- How to increase Revenues with a well-trained sales team who are not Order Takers but Master Closers.
- When revenue counts, what are you doing to train and support your sales team?

Whether you are starving for it or choking on it, growth is vital for a healthy business and limitless revenue.

## Continental Breakfast Included



**GIVE US TWO HOURS OF YOUR TIME,  
AND WE'LL GIVE YOU YOUR LIFE BACK.**

**REGISTER TODAY AT:** <https://red-to-black-may.eventbrite.com>

**DATE:** May 4, 2017 **TIME:** 8:00 TO 10:00am | Breakfast Included

**LOCATION:** Noah's Event Venue | Theatre Room 322 11000 S South Jordan, UT 84095

**Seating is Limited!**

## ABOUT THE VALUE BUILDER SYSTEM™

The Value Builder System™ is a statistically proven method for increasing the value of a company by 71%.