

Cohen Brown Performance Results Network

2019 Third Quarter Calendar of Events

Summer Schedule!!!!

PLEASE NOTE: All sessions will occur according to the schedule below, unless designated as a Facilitator Session or specifically noted by times listed below the description.



Times of All One-Hour Sessions: (Unless otherwise noted)

8:30 AM – 9:30 AM	Pacific Time and Arizona Time
9:30 AM – 10:30 AM	Mountain Time
10:30 AM – 11:30 AM	Central Time
11:30 AM – 12:30 PM	Eastern Time



Coaching Opportunities

July 16

Tracking is vital to the success of our teams. We can ensure that we continue to see improvement if we are reviewing the numbers on a daily, weekly, and monthly basis and using those statistics to focus on the behaviors that will take the results to the next level. During this session, we will analyze results and identify opportunities for coaching.

No Complaining Zone

45-Minute Session

July 25

Complaining is negative, and negativity causes stress, drains energy, reduces success, and can kill you! Let's talk about how we can create a positive

environment that will survive any circumstances.



NEW! Getting the Most From Deposit Campaigns

August 13

We will walk through each step of a Power Triad - Big Fives, Scriptwriting, and Objections – to ensure you are able to get the most from your deposit campaigns. In addition to these steps, creation of strong Tag-ons will be reviewed.

B2B: Centers of Influence

August 22

What do Centers of Influence want from Business Bankers?

Is it:

- Communication by e-mail or telephone?
- Someone who is bilingual?
- Availability?

The Royal Road to the Close

September 19

Objections are the Royal Road to the Close. An objection means that the client/member is still engaged in your conversation and really needs clarification. This session will present the Objection Categorizer as a tool to answer the most common objections you face when asking for the business.



In-Person Networking

September 24

Networking can cause so much anxiety for some professionals that they avoid this beneficial technique for increasing their contacts and pipeline. This session will provide you with some tips for networking as well as a planning sheet to allow you to make the most of any networking event.



PRN Registration Form

Please check off the topics you would like to register for:

<input type="checkbox"/> Coaching Opportunities	July 16
<input type="checkbox"/> No Complaining Zone (45 minutes)	July 25
<input type="checkbox"/> <i>NEW!</i> Getting the Most From Deposit Campaigns	Aug 13

<input type="checkbox"/> B2B Banking: Centers of Influence	Aug 22
<input type="checkbox"/> The Royal Road to the Close	Sept 19
<input type="checkbox"/> In-Person Networking	Sept 24

If you have any questions or comments, please
call Cindy Griffith at (330) 879-5474

Please register online.

Thank you.

