

Cohen Brown Performance Results Network

Current Calendar of Events



PLEASE NOTE: All sessions will take place according to the schedule below, unless designated as Facilitator Sessions or indicated otherwise.



Times of All One-Hour Sessions:

(Unless otherwise noted)

8:30 a.m. – 9:30 a.m. PST

10:30 a.m. – 11:30 a.m. CST

11:30 a.m. – 12:30 p.m. EST



Process Reinforcement for Coaches

Time Management

**Your Most Valuable Resources:
Time and People**

January 10

Time and again, our clients state that they don't have enough of these valuable resources. We can assist you in leveraging what you do have by ensuring that your time, and your people's time, is spent on the most powerful actions that will immediately impact results and service quality. Learn key tactics to maximize your time and energy and to assist you in getting your priorities completed.



Process Reinforcement of Selling Skills

Core of the Financial Review: Probing Questions

February 16

Uncovering the known and unknown needs, the current needs, and the future needs of your clients/members/prospects is the core of the Financial Review. Perfecting your probing questions, listening for clues, and smooth transitions will allow you to make appropriate financial recommendations for your clients/members/prospects. During this session, we will focus on the most effective open-ended and closed-ended probing questions/statements as well as transition lines that will take you from one financial category to the next within the Financial Review.



It Begins and Ends with the Financial Review

March 16

How do you start the Financial Review? How do you make the recommendations? How do you close the conversation? This session will focus on your Introduction and Entry Lines and move to the Recommendations, Follow-Up, Client/Member Orientation Rap, and the Offer to Assist.



PRN Registration Form

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

| | |
|--|-------------|
| <input type="checkbox"/> Time Management | January 10 |
| <input type="checkbox"/> Core of the Financial Review: Probing Questions | February 16 |
| <input type="checkbox"/> It Begins and Ends with the Financial Review | March 16 |

Please register with the links on your email.

If you have any questions or comments, please call Cindy Griffith (330) 268-1584, thank you.

