



We are delighted to share program information for the *Dimensions of Professional Selling® (DPS)* virtual training program scheduled for August 16, 19-23, 2024. Expect to obtain the tools to execute your responsibilities with the most dynamic and complete set of sales development skills in existence! Positional selling is helping sales professionals all over the world improve their sales, market share, and profits.

PROGRAM DATES AND TIMES

DPS Virtual Training Informational/Kick-off Session: August 16, 2024*

Friday, August 16: 2 pm – 3:30 pm EDT

DPS Virtual Training Workshop Program Schedule: August 19-23, 2024*

Monday, August 19: 10 am – 12 pm EDT and 2 pm – 4 pm EDT

Tuesday, August 20: 10 am – 12 pm EDT and 2 pm – 4 pm EDT

Wednesday, August 21: 10 am – 12 pm EDT and 2 pm – 4 pm EDT

Thursday, August 22: 10 am – 12 pm EDT and 2 pm – 4 pm EDT

Friday, August 23: 10 am – 12:30 pm EDT

**Attendance at all sessions is required for the successful completion of the program*

DETAILED PROGRAM INFORMATION

Upon confirmation of your attendance, detailed program information, including a link to complete the Pre-program Requirements Questionnaire, will be emailed to you. The questionnaire allows you to test connectivity to ensure system requirements are met for the optimal virtual experience. It will also enable you to provide information, including an address to ship program materials.

If you have any questions, please e-mail me, Melissa Williamson, at mwilliamson@carew.com. Again, we look forward to working with you at the Dimensions of Professional Selling virtual training program.

Best regards,



Melissa Williamson
Sales Catalyst

Program Overview for [Dimensions of Professional Selling \(DPS\)](#)

DPS VIRTUAL TRAINING AGENDA:

Friday 8-16-2024	Monday 8-19-2024	Tuesday 8-20-2024	Wednesday 8-21-2024	Thursday 8-22-2024	Friday 8-23-2024
	Morning Sessions				
	<i>Take the Lead Invest in the Relationship (Part 1)</i>	<i>Invest in the Relationship (Part 3)</i>	<i>Get Organized (Part 2)</i>	<i>Find the Area of Opportunity (Part 2)</i>	<i>Close for Results Assume the Responsibility Become the Only Choice</i>
Afternoon Sessions					
<i>Informational/ Kick-off</i>	<i>Invest in the Relationship (Part 2)</i>	<i>Get Organized (Part 1)</i>	<i>Find the Area of Opportunity (Part 1)</i>	<i>Present with a Purpose Make the Customer Part of the Solution</i>	