



# Professional Development Series

## 3 C's to Building Relationships to Increase Sales

CREW Inland Empire is featuring quarterly lunch & learn type Professional Development trainings in 2019 to sharpen your skills in the marketplace.

Our Q4 2019 program will focus on the 3 C's to building business relationships to increase sales:

- Client
- Collaboration
- Connection

One of the biggest mistakes people in sales make is immediately selling to someone they have not built a relationship with. Trust is a big factor in making the sale. How is Trust built? Through relationships.



*Galit Ventura-Rozen* is the CREW Las Vegas 2009 Past President and an Executive Business Performance Expert, professional speaker, author of *The Successful Woman's Mindset*, philanthropist and Influencer.

**Date:** Tue. November 5, 2019

**Time:** 11:30 AM to 1:00 PM

Training begins at Noon – Box Lunch provided

**Location:** Goldy S. Lewis Community Center at Central Park

Room: Creative Corner

11200 Base Line Rd, Rancho Cucamonga, CA

**Register at [www.crew-ie.org/events](http://www.crew-ie.org/events)**

### Pricing

Members: \$20;

Non-Members: \$40

Students: \$15

### **After 10/29**

Members: \$30

Non-Members: \$40

### 2019 CHAPTER SPONSORS

