



Get More Mileage Out of Quick Bites  **EDGE**

• Education • Development • Growth • Essentials

Quick Bite: March 25, 2010 Achieving Sales Results With Your Team

11:00 a.m. – 12:00 p.m. EST

Speaker: Walt Zeglinski

How can service teams consistently outperform their competitors? Participants in this Quickbite will walk away with new insights into how they can better distinguish themselves, create value, and most importantly, achieve RESULTS.

The session will help you to explore:

- The difference between solving problems and selling products/services.
- Focusing on doing something FOR members versus TO members.
- The commitment required in maximizing your team's talent and achieving peak performance.
- Being sure that your process demonstrates ethics and values.
- Working with conflicts so that they don't impact your services team's performance and erode their potential.
- The management team's capability of developing confidence and commitment.

Speaker: Walt Zeglinski is the CEO and Chief Client Advocate for Integrity Solutions. Mr. Zeglinski has over 25 years of successful experience in the corporate performance industry, applying his talent and expertise to successfully diagnose, plan and implement practical solutions for complex business challenges. He has held a variety of executive, sales, marketing and learning design positions, consistently producing results across several industry sectors both in the US and Europe.

Location: Via Telephone (11:00 a.m. to 12:00 p.m. EST)

Educational Investment: \$109.00 per telephone connection. *Unlimited Listeners and Free Audio Archive*

******You must be registered for this session to hear the audio-recorded version and receive handouts.******

AUDIO ARCHIVE! Can't tune in today? This session will be available on-line for **30** days after activation.

To enroll, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to mzelinsky@njcul.org**. Please include Participant Name(s) and Cost to your credit union.

If you have any additional questions, please do not hesitate to contact the Education and Training Department at 609-448-2426 x100.