

# 2008 calendar of Open-enrolment workshops

*“A Naira invested in sales training can return more than ₦300 in 90 days and almost ₦1,400 in a single year”*  
- Research report

**April 15 - 16**

Proactive Account Management for  
Technology Salespersons

**June 17 - 18**

Proactive Account Management for  
Providers of Professional Services

**July 22 - 23**

Proactive Sales Negotiations for medical  
sales reps

**September 2 - 3**

Proactive Sales Management

**September 16 - 17**

Strategic Account Management for Marketers of  
Petroleum Products

**November 18 - 19**

Effective Proposal writing



Click [here](#) to complete or download PARTICIPANTS' NOMINATION FORM for 2008 open-enrolment programs