



## February Dinner and Program

### Successful Sales Event Know-How

Speaker: Erik Wilt

The moments leading up to a vendor-table event can be exciting and nerve-racking. "Who should I focus on? What expectations should I have? What should I say? How can I draw people in?" These are all questions we ask ourselves but finding the answers can be daunting. Erik Wilt with Pro Sales Consulting will help uncover the four essential elements to create a solid road map for engaging successfully with prospects. Erik will also include other tips on preparing for the event and following-up with prospects afterwards.

Erik Wilt is the founder and CEO of Pro Sales Consulting. After growing up in the Rogue Valley and traveling throughout the United States for business, he decided to make the Valley his home. With a coaching, training and teaching background that spans over a decade, his passion is helping salespeople, sales managers and business owners collaborate to grow business successfully.



**When** Thursday, February 9, 2017  
5:30 Networking  
6:00 Dinner and Introductions  
7:00 Program  
8:00 Meeting Ends

**Where** Rogue Regency Inn  
2300 Biddle Road, Medford

**Cost** Member - \$ 25\* Non-member - \$ 30\*

**Menu** Champagne mustard chicken and roasted red potatoes, cucumber and tomato salad with herb vinaigrette, sauteed vegetables, chef's choice dessert, rolls/butter, and coffee/tea  
**Vegetarian option:** Portabella mushroom ravioli  
Please request the vegetarian dinner when you make your reservation.

\* Get a \$3 discount for online registration and prepayment at [www.wesoweb.org](http://www.wesoweb.org)!

Prepay an online reservation or call Carol Vandell at 541-292-6326. (Also call Carol about special diets, cancellations, or other questions about registration.) Please submit your reservation request (online payment or phone) by 9:00 p.m. on **February 6th**. Reservations made after this cut-off date cannot be guaranteed. Cancellations must be received by that date or you will be responsible for payment of the uncancelled event.