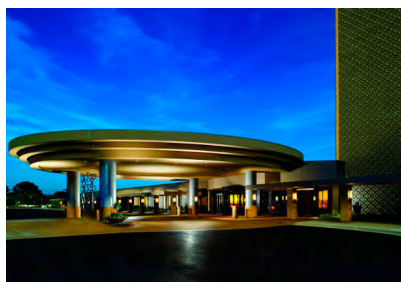




2017 NJPA UNIVERSITY



JULY 25, 2017

Chicago Marriott O'Hare
8535 West Higgins Road
Chicago, IL 60631
1-776-693-4444

A block of ten rooms is available for reservations until July 7th at the rate of \$159/night. Book directly with hotel and reference NJPA.

REGISTER NOW

Register by July 20 - Space is limited to the first 70 attendees!

The NJPA "U" is a **gathering of sales professionals** from NJPA's awarded vendors to learn best practices and highlight **successful strategies to increase sales** and advance NJPA contract success. The "U" is an extended version of our more commonly known **Get To Know Us** events held nationwide. This more comprehensive six-hour session offers the opportunity for your sales professionals to **learn more** about NJPA contract strategies and leverage the experience and networking of other successful NJPA contracts.

Attendees will:

- **develop a keen understanding** of how to position the NJPA contract and understand the role NJPA can play in the sales process;
- **become motivated** to embrace strategies and focus on implementing and sharing learned sales tactics within their company and sales teams;
- **learn best practices** and how to use the NJPA sales, marketing and membership tools;
- **understand the meaning of indirect sales teams** and the value of cross marketing with other NJPA awarded vendors; and
- **create mutually beneficial networks.**

TENTATIVE AGENDA: TUESDAY, JULY 25

8:30 a.m.	Registration Continental Breakfast
9:00 a.m.	Opening Session
10:15 a.m.	The NJPA Way
11:25 a.m.	Inside the Sales Call Leasing: Take "No" Out of the Room
12:00 Noon	Working Lunch
	The Cooperative Landscape
	Competition
	Best Practices & Strategies
12:30 p.m.	NJPA Tools
2:00 p.m.	Questions that Lead to Success
2:30 p.m.	What's Working and Not?
3:00 p.m.	Closing Session

WHY ATTEND?



Press play to watch video.

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