



**Countryside, IL on June 10 & 11, 2010**  
**Philadelphia, PA on December 13 & 14, 2010**

**How the overworked, overwhelmed sales manager can become more confident and effective in building a focused accountable and profitable sales force.**

Intense management training combined with the intimacy and power of a personal session, and the practical economy of working with a larger group in an open 2-day format.

*The Kahle Way® Sales Management System* cuts through the fluff of other management programs and presents a unique practical system focusing on the five key processes for successful sales management that impacts the salespeople and the sales manager, and then prescribes a proven strategy and a simple, step-by-step action plan to accomplish that task.

A 186-page System Kit provides:

Detailed instructions - Step-by-step directions - Re-printed articles - Sample forms - Template forms - Outlines

**Sales Management Seminar Schedule**

- Day 1: 1:00 – 4:30 training session led by Dave Kahle  
6:30 – 7:00 cash bar break with Dave Kahle  
7:00 – 9:00 dinner with Dave Kahle and the other participants
- Day 2: 8:30 – 12:00 training session led by Dave Kahle

**Investment: \$895 for sponsor members (1095 regular fee)**

*This includes the license, seminar, binder and dinner...all with Dave Kahle.* Travel and hotel not included.

*Participation is limited, so make reservations now at [www.davekahle.com/unplugged.html](http://www.davekahle.com/unplugged.html) or call us at **800-331-1287** or fill out this form and fax back to us at **616-451-9412***

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| Company _____   |
| Position _____  |
| Company Address _____   |
| City _____ State _____ Zip _____  |
| Phone _____ Fax _____   |
| E-mail Address _____  |
| Association or Corporate acronym/name _____                                 |
| <b>Payment Information:</b>   |
| Credit Card: Master Card _____ American Ex. _____ Visa _____ Discover _____ |
| Card Number _____ Expiration Date _____                                     |
| Name on Card _____ Signature _____  |