

# Dimensions of Professional Selling (DPS)

February 19-21, 2019 | Cincinnati, Ohio



## PROGRAM LOGISTICS

We are delighted that you will be joining us for the *Dimensions of Professional Selling (DPS)* scheduled February 19-21, 2019, at **The Summit**. The Summit, A Dolce Hotel is just a few minutes north of the Ohio River on the Medpace campus in the heart of the Madisonville community, a Cincinnati neighborhood (Located at 5345 Medpace Way, Cincinnati, Ohio 45227).

Expect to return to your responsibilities with the most dynamic and complete set of sales development skills in existence! Positional selling is helping sales professionals all over the world improve their sales, market share, and profits.

## PROGRAM DATES AND TIMES

DPS: February 19-21

Tuesday: 8:00 am – 5:00 pm  
Wednesday: 8:00 am – 5:00 pm  
Thursday: 8:00 am – 12:00 noon

## PROGRAM ATTIRE

Dress for the program will be business casual.

## MEALS

Carew will provide a full continental breakfast, morning break, lunch and afternoon break to participants on all program days. Additional meals are the responsibility of each participant.

## PROGRAM CONFIRMATION

To confirm your registration for the DPS program and complete the pre-program survey, click the following link: [Carew February 2019 Open Enrollment Registration and Pre-program Survey](#). **(Note: You will not receive a confirmation number as this is a survey. This serves as a final confirmation of your attendance.)** This survey simply helps our facilitators to understand your needs as a student and as our guest. Your responses are important to the class dynamics, and will help us prepare materials for your attendance.



## PROGRAM LOCATION AND LODGING

The DPS program will take place on the 4<sup>th</sup> floor of The Summit. Participants are responsible for reserving their air, ground and hotel accommodations. For your convenience, Carew International has secured a block of rooms at **The Summit** at a discounted nightly room rate of \$**159.00** + tax. To secure your hotel reservations please use the following link: [Link is forthcoming](#). Room reservations must be made by **February , 2019** to guarantee availability. After this date, rooms will be sold at this nightly discounted rate on a space-available basis. Should you need assistance or have any special requests, please contact Dawn Lewis at 513.619.4246 or via email ([dlewis@carew.com](mailto:dlewis@carew.com)).

## THE SUMMIT CANCELLATION POLICY

Individual sleeping room cancellation: 24-hour cancellation policy applies to all guest rooms. Should a cancellation be made within 24 hours of arrival, one (1) night's room and tax charges will apply.

## ARRIVAL/DEPARTURE

The Summit is accessible via the Cincinnati/Northern Kentucky International Airport (CVG). The hotel is located about 23 miles from the CVG airport which is a 25-minute drive to/from the airport (Taxi fee is approximately \$54/one way; UberX ranges \$30-\$40).

## PROGRAM CONCLUSION/DEPARTURE

The DPS program concludes at 12:00 noon on Thursday, February 21<sup>st</sup>. Please do not schedule return flights until after 2:00 pm to allow completion of the training and travel time to the airport (Please refer to the program schedule on the following page).

If you have any questions, feel free to e-mail me, Melissa Williamson, at [mwilliamson@carew.com](mailto:mwilliamson@carew.com). Again, we look forward to working with you at the Dimensions of Professional Selling training program.

Safe travels!

*Melissa Williamson*

Melissa Williamson  
Sales Catalyst  
Carew International

Program overview for [Dimensions of Professional Selling \(DPS\)](#)

**DPS AGENDA:**

<b>Tuesday 02.19.2019</b>	<b>Wednesday 02.20.2019</b>	<b>Thursday 02.21.2019</b>
8:00 am Kick-Off	8:00 am Start	8:00 am Start
<p><b>Module 1</b> <i>Take the LEAD</i></p> <p><b>Module 2, Part I</b> <i>Invest in the Relationship</i></p>	<p><b>Module 4</b> <i>Find the Area of Opportunity</i></p> <p><b>Module 5</b> <i>Present with a Purpose</i></p>	<p><b>Module 8</b> <i>Assume the Responsibility</i></p> <p><b>Module 9</b> <i>Become the Only Choice</i></p>
<p>12:00 noon - 1:00 pm <b>Lunch</b></p>	<p>12:00 noon - 1:00 pm <b>Lunch</b></p>	<p>12:00 noon <b>Boxed Lunch DEPARTURES</b></p>
<p><b>Module 2, Part II</b> <i>Invest in the Relationship</i></p> <p><b>Module 3</b> <i>Get Organized</i></p>	<p><b>Module 6</b> <i>Make the Customer Part of the Solution</i></p> <p><b>Module 7</b> <i>Close for Results</i></p>	
5:00 pm	5:00 pm	12:00 noon Conclusion of Program