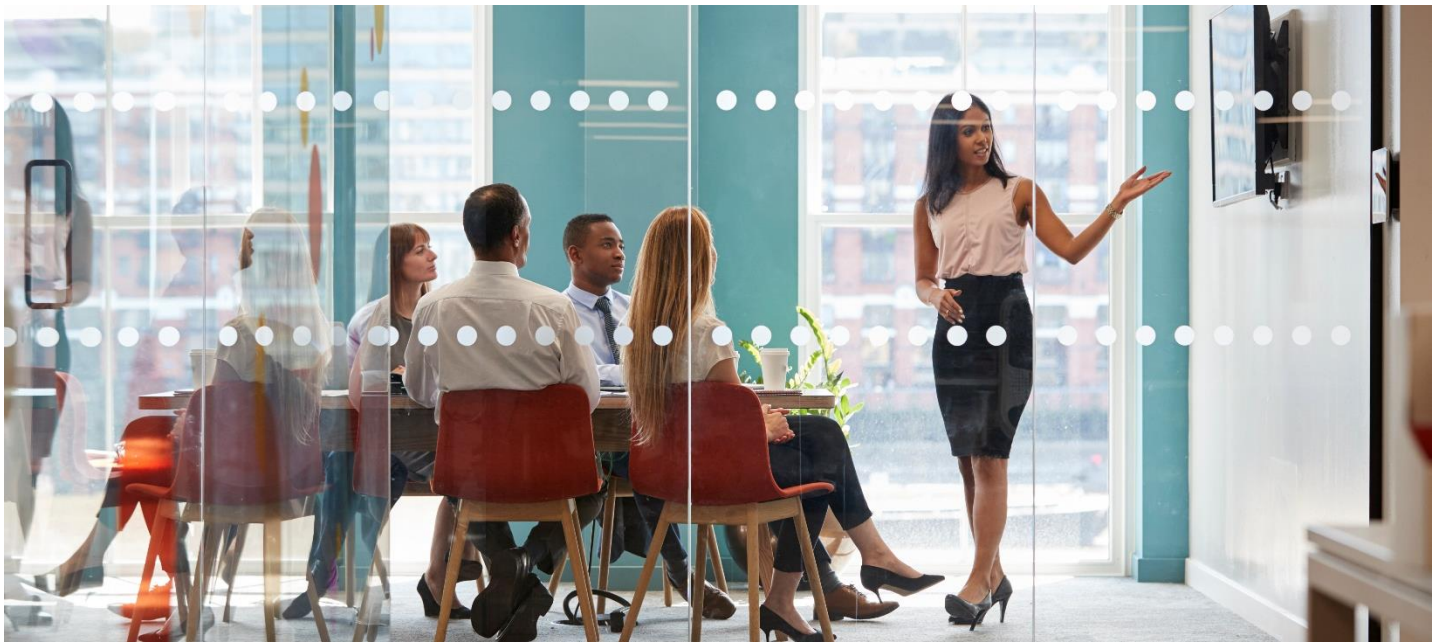


Dimensions of Professional Selling® (DPS)

October 24-26, 2023 | Cincinnati, Ohio



PROGRAM LOGISTICS

We are delighted to share program information for the upcoming **Dimensions of Professional Selling® (DPS)** program scheduled for October 24-26, 2023. The DPS program will take place at The Summit Hotel located at 5345 Medpace Way, Cincinnati, Ohio 45227.

Participants can expect to return to their 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: October 24-26, 2023

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

PROGRAM ATTIRE

The attire for the program is business casual.

MEALS

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

PROGRAM CONFIRMATION

To confirm attendance at the DPS program and complete the program registration, click the following link: [CLICK HERE for DPS Open Enrollment Pre-course Questionnaire](#) (**Please note: Completing the pre-course questionnaire serves as final confirmation of participant attendance. Participants will not receive a confirmation number**). The registration and questionnaire help our facilitators understand the participants' needs. Responses are essential to the class dynamics and will help us prepare for the program.

PROGRAM LOCATION AND LODGING

The Summit Hotel is situated just a few minutes north of the Ohio River on the Medpace campus in the heart of the Madisonville community, a Cincinnati neighborhood. Participants are responsible for reserving their air, ground and hotel accommodations. Hotel accommodations can be secured by accessing the following booking link: [CLICK HERE to secure your hotel accommodations](#). Should you need assistance or have any special requests, please contact Dawn Lewis at 513.619.4246 or via email at 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).

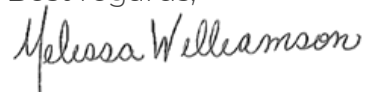
PROGRAM CONCLUSION/DEPARTURE

The DPS program concludes at 12:00 noon EDT on Thursday, October 26th. Return flights should be scheduled for a departure time of 2:00 pm EDT or later to allow for the completion of the training and travel time to the airport (Please refer to the program schedule on the following page).

Please feel free to e-mail me, Melissa Williamson, at mwilliamson@carew.com should there be any questions.

We look forward to providing a dynamic Dimensions of Professional Selling training program.

Best regards,



Melissa Williamson
Sales Catalyst

DPS AGENDA

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

| Tuesday 10/24/2023 | Wednesday 10/25/2023 | Thursday 10/26/2023 |
|---|--|--|
| 8:00 am EDT Kick-Off | 8:00 am EDT Start | 8:00 am EDT Start |
| <p>Module 1 <i>Take the LEAD</i></p> <p>Module 2, Part I <i>Invest in the Relationship</i></p> | <p>Module 4 <i>Find the Area of Opportunity</i></p> <p>Module 5 <i>Present with a Purpose</i></p> | <p>Module 8 <i>Assume the Responsibility</i></p> <p>Module 9 <i>Become the Only Choice</i></p> |
| 12:00 noon – 1:00 pm Lunch | 12:00 noon – 1:00 pm Lunch | 12:00 noon Boxed Lunch DEPARTURES |
| <p>Module 2, Part II <i>Invest in the Relationship</i></p> <p>Module 3 <i>Get Organized</i></p> | <p>Module 6 <i>Make the Customer Part of the Solution</i></p> <p>Module 7 <i>Close for Results</i></p> | |
| 5:00 pm Conclusion of Day 1 | 5:00 pm Conclusion of Day 2 | 12:00 noon Conclusion of Program |