



# CURRIE TRAINING CENTER

## SALES MANAGEMENT FOR THE 21<sup>ST</sup> CENTURY

***Meeting Location:***

CURRIE MANAGEMENT CONSULTANTS, INC.  
292 LINCOLN STREET  
WORCESTER MA 01605  
TELEPHONE 508-752-9229

***Hotel:***

*Hilton Garden Inn*  
35 Major Taylor Blvd.  
Worcester MA 01608  
Hotel Telephone 508-753-5700

***Day One***

<b><i>TIME</i></b>	
	Breakfast is available at the hotel
8:30 am-12:00 pm	High Performing Executives Distribution Sales Management For The New Millennium The Big Picture
12:00 pm-1:00 pm	Lunch provided by Currie Management Consultants
1:00 pm-3:15 pm	Financial Benchmarks for the Sales Department
3:30 pm-5:00 pm	Sales Department Case Study Exercise
5:00 pm	End Day One
6:30 pm	Optional Group Dinner

***Day Two***

<b><i>TIME</i></b>	
	Breakfast is available at the hotel
8:30 am-12:00 pm	Managing the Sales Force
12:00 pm-1:00 pm	Lunch provided by Currie Management Consultants
1:00 pm-3:00 pm	Coaching the Sales Team Development of Action Items Open Forum