

Tuesday
November 3, 2015

“Sales is Everybody’s Business”

LOCATION:

Columbia River Catering
Shilo Inn
50 Comstock
Richland, Washington

5:30 p.m. - Check in/Networking
(no host cocktail service)

6:00 p.m. - Buffet Dinner

6:45 p.m. - Presentation

DINNER BUFFET MENU:

The Chef and crew at Columbia River Catering always provide a fine and varied buffet dinner for us at the Shilo Inn. The buffet usually includes two entree choices, plus accompanying vegetable, a number of tasty salads, and a vegetable and/or fruit tray.

Your choice of coffee, tea or decaf is included with dinner. And don't forget to save room for dessert!

Cost:

\$20 ASQ members
\$25 non members
\$5 presentation only

Reservations are due October 29.
E-mail Panda_2@charter.net with your name, phone number, company affiliation, and type of reservation, or call Alvin at (509) 371-2221.

Note: All no shows will be billed unless cancelled 48 hours in advance.

For more information about our ASQ section and other upcoming events: www.asq614.org/

Diana Williams
Principal of C5 Sales Solutions



Do you agree? Think about it for a minute. You may initially think that “sales” only applies to a car salesperson or an entrepreneur with specific products or services to sell to others, but think again. Aren't we all salespeople to some degree? When you go on a job interview, you're “selling” yourself to a prospective employer. When you talk to your spouse and family about where you'd like to go on vacation, you're trying to “sell” them on your idea. When you prepare a presentation about improving quality at work, your intent is most likely to “sell” to others – to get them to buy into the proposed project or future actions to be taken.

Diana Williams has learned a lot about sales in her career to date, and she will be sharing insights with us, including her views on some of the key aspects of sales and how they relate to everyone. She will discuss the importance of influential conversations and connecting with others.

At some point in your life, you will have the need to influence someone else to get something YOU want or need. Even more importantly, one day you might feel compelled to encourage or inspire someone else to take action for his or her highest good.

The fact is no matter who you are and what you do, selling is your business. The key is to be crystal clear on your intent. Is your mission to “sell and tell” - to push yourself, your ideas and opinions, products or services on others? Or is your intent to “serve and solve” with a heart and mind to seek and learn in order to influence and inspire others to take action?

Do you have the “sales” skills you need to create more meaningful and effective relationships, standout results and ultimately return opportunities? If not, join us on November 3 to get some. Why? Simply because “Sales is Everybody’s Business.”

About the speaker: Entrepreneur, change agent, personal brand consultant, designer, sales leader, strategist, coach and passionately authentic public speaker: Diana Williams has embraced all these roles over her 30-year career. Diana spent the first half of her career learning to excel, and today she is devoted to bringing out the best in other people and organizations. Most people have the capacity to make great things happen... but sometimes they need another voice to encourage the development of their ideas and actions. Diana is that voice.