



# Pivoting to Seller-Doer

## A 2-Session Business Development Training Class

### SESSION 1

#### Foundation

September 12, 2024  
7:30-11:30 AM

##### What you will learn:

- Why your company needs salespeople.
- What makes someone an effective seller.
- How to balance selling and doing.
- Identifying business opportunities and leads.

**Includes the Find-A-Rainmaker assessment - an individualized analysis of your sales behavior.**

### SESSION 2

#### Application

September 19, 2024  
7:30-11:30 AM

##### What you will learn:

- How to win your company more work.
- Turning a network into business.
- Making anyone into a presenter.
- Changes you can make to improve your selling.



### WHO SHOULD ATTEND

- Seller-Doers
- Executives
- Managers
- Business Developers
- Marketing Professionals

### LOCATION

651 Danville Drive  
Orlando, FL 32825

### PRICING & REGISTRATION

**ABC Members:**  
\$599 per person

**Prospective Members:**  
\$699 per person

\*Class Materials and Continental Breakfast Included

### YOUR INSTRUCTORS



Tom Ennis, Sr.



Dale Haupt



Tom Ennis, Jr.

Pivot Professional Services is a national sales consulting company within the AEC industry that specializes in Seller-Doer and Business Development training.

Scan QR Code  
to register



**QUESTIONS?**  
Email [training@abccf.org](mailto:training@abccf.org)