

**Denver, Colorado
September 29 & 30, 2015**

BUSINESS STRATEGIES & SOLUTIONS CONFERENCE

This symposium is unlike any other. Each speaker is renowned in their respective fields.

Indulge yourself in this fountain of knowledge. You will gain a deeper understanding of what you are really selling, inspire your sales staff and learn the best practices to hire and maintain productive employees thereby creating a more productive work environment that increases your company's overall profitability. No two-day seminar will teach you as much. You will walk away equipped with new ideas to catapult your business to higher levels of success.

Seats are limited in order for attendees to have the opportunity to directly interact with each speaker. Bring your questions, concerns, and/or ideas and run them by the experts. Leave with clear answers.



TOPICS INCLUDE

Bryan Dodge

- How to Beat Your Best Year Ever
- How to Build a Team That Works Without You

Brad Huisken

- The Psychology of Sales
- The Five Silver Bullets to Productivity Improvement

John Thedford

- Creating A Winning Culture
- What Leaders Do

Philip Nulman

- Innovative Advertising Techniques and Branding

ROBERTO DOERING Bonus Presenter



JACK BROWN Bonus Presenter



David Johns

- Interviewing Skills to Hire the Right Team Members
- Protecting Yourself from Employee Litigation and Unemployment Costs

Mark Kizla

- There is no plan "B", never take a knee.

★ BONUS PRESENTERS ★

Jack Brown

- Precious Metal Refining - A Glimpse Through The Smoke

Roberto Doering

- Security in the Business Workplace

Marko Evans

- KPI's - Key Performance Indicators



MARKO EVANS Bonus Presenter



BRYAN DODGE

Bryan Dodge's appearances are fueled by his passion for sharing with others what he has gained in over 25 years as a lifelong, avid student of success habits and leadership principles -- knowledge he used first to transform his own life. Author of *The Good Life Rules*, Bryan is now one of America's most sought-after speakers, inspiring audiences within thousands of major corporations, professional associations, and other organizations across the globe.



BRAD HUISKEN

After spending a year writing his first book and developing his own sales training and sales management system, Brad Huisken started IAS training in 1996. He is now an internationally known sales and sales management trainer, speaker, consultant and author of *I'm a Salesman, not a Ph.D.*; *Munchies for Salespeople: Selling Tips You Can Sink Your Teeth Into*; and *Munchies for Salespeople: More Selling Tips You Can Sink Your Teeth Into*.



JOHN THEDFORD

With over 25 years in the retail industry, John has founded and been CEO for several multi-store operations. The Gallup organization rated one of John's companies as the most profitable ever in that retail sector. Author of the highly acclaimed book *Smart Moves Management*, John is known for his "best in class" business operations and employee/customer engagement. A graduate of Wichita State University and a CPA, he currently serves as a managing partner with The Initiative Consulting Group in Winter Park, FL.



DAVID JOHNS

David has extensive background in HR management. He began his career with a multi-billion dollar retailer and has spent the past 20 years developing and managing HR departments for middle tier, multi-store operations. Currently a senior managing partner with The Initiative Consulting Group, the selection and training techniques used by David are recognized as among the most effective in helping businesses find "best fit" employees and to help them maximize their individual potential. With his education in Industrial Psychology, David offers unique insights into the attainment and development of high performing "team members".



MARK KISZLA

Mark is an award winning journalist for the Denver Post and author of *No Plan B*, the critically-acclaimed book about quarterback Peyton Manning and the Denver Broncos. Through sports, Mark tells stories of leadership, teamwork, and perseverance that resonates with anyone in a competitive business. The Society of Professional Journalism has twice named Mark the No. 1 sports columnist in the United States.



PHILIP NULMAN

Phil began his career at a major NYC agency where he evolved into Creative Director. He has won numerous awards in print, broadcast, and direct mail. Nulman is the author of four books, two top selling books for entrepreneurial marketing - targeting smaller retail venues. Nulman is a frequent commentator on Fox News and MSNBC. Today, The Nulman Group represents food retailers, automotive, jewelry, financial institutions, and professional practices.



LOCATION

Embassy Suites Stapleton
4444 N. Havana Street
Denver, CO 80239
Sleeping Room Rate - \$139.00
Free Shuttle to and from Airport
Free Cooked to order Breakfast
303-375-0400

Seminar Fee
\$995 .00 per person

10% OFF
3 or more attendees*

To Register: **800-248-7703**
OR ONLINE AT: www.iastraining.com



*Additional attendees must be from same company/organization. MasterCard, Visa and American Express credit cards accepted. Seminar attendance may be tax-deductible.

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