

# CMP PREFERRED PROVIDER SESSION REVIEW FORM

<b>Event Name</b>	MPI New England Fall Institute
<b>Program Date:</b>	November 20-21, 2017
<b>Program Time:</b>	9:00am Monday, November 20-Noon, Tuesday, November 21
<b>Date of Submission:</b>	11.17.17
<b>Host Organization Name:</b>	MPI New England
<b>Contact Name:</b>	Mark Bice, CMP, mbice@hpnglobal.com

In order to process your request we must have the following information for each session. Please use the following sample as a guide.

<b>Individual Session Title:</b>	Life is Like a Sales Call
<b>Date/Time of Session and Session Length(Calculated to nearest .25)</b>	1:30-2:45pm, November 20, 1.25 hours
<b>Session Description/ Learning Objectives:</b>	<p>Session Description: We often find ourselves competing, lobbying or negotiating for something we would like to have, see or do. In these cases, it is best to look at life as a sales call. A key philosophy in professional selling is to sell from your heart—not from your head! By building relationships, defining needs and presenting benefits in any scenario, we will increase our odds of attaining personal victories, just as true sales consultants do to achieve success in their career.</p> <p>Learning Objectives (What is the session trying to accomplish): To highlight the importance of positive Communication, Heart-first thinking, Open-mindedness, Integrity, Commitment and Enthusiasm to result in the difference between being extraordinary versus ordinary.</p> <p>Session Take-Aways (What new skills or knowledge will the attendees be leaving the session with):</p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Ways to initiate productive activity with confidence to enhance opportunities</li> <li><input checked="" type="checkbox"/> Why focusing on meeting the needs of others ultimately fulfills personal desires</li> <li><input checked="" type="checkbox"/> How anticipating opposition will help to prepare for respectfully and effectively addressing it</li> </ul>
<b>Web Link for Event:</b>	<a href="http://www.cvent.com/events/2017-fall-educational-institute/agenda-">http://www.cvent.com/events/2017-fall-educational-institute/agenda-</a>
<b>CMP -IS Domain:</b>	Domain E: Human Resources

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	Declined:
	Remarks: