# Wednesday, May 31, 2023

06:00 PM – 06:30 PM------------Reception at Hotel

06:30 PM – 08:30 PM------------Dinner and Introductions

# Thursday, June 1, 2023

06:30 AM – 07:30 AM Breakfast at hotel

07:45 AM Depart Hotel

08:00 AM – 08:15 AM Introduction to Evergreen

08:15 AM – 08:30 AM Overview and Expectations of the Workshop

08:30 AM – 09:00 AM------------Ways to Grow Your Sales (High Level)

09:00 AM – 10:00 AM------------The Buyer Seller Dance

10:00 AM – 10:15 AM Break

10:15 AM – 11:30 AM Bonding and Rapport (Starting Sales Conversations)

11:30 AM – 12:30 PM Understanding and Setting Expectations with Others

12:30 PM – 01:00 PM Lunch

01:00 PM – 02:00 PM Reasons People Buy (or Don’t Buy)

02:00 PM – 02:45 PM Gathering More / Better Info

02:45 PM – 03:00 PM Break

03:00 PM – 04:15 PM Uncovering Budget

04:15 PM – 04:30 PM Wrap up

04:30 PM Depart for Hotel

06:00 PM----------------------------Depart Hotel for Dinner

08:00 PM----------------------------Return to Hotel

# Friday, June 2, 2023

06:30 AM – 07:30 AM Breakfast at hotel

07:45 AM Depart Hotel

08:00 AM – 08:15 AM Review Day One – Day Two Overview

08:15 AM – 09:00 AM How Decisions are Really Made

09:00 AM – 10:00 AM Your Ideal Prospect

10:00 AM – 10:15 AM Break

10:15 AM – 11:15 AM Prospecting Activities

11:15 AM – 12:00 PM Saving Time – Disqualifying Early

12:00 PM – 12:30 PM Lunch

12:30 PM – 01:30 PM Using / Applying the Info (Keys to Success)

01:30 PM – 02:00 PM Wrap up

02:00 PM Transportation to Airport