

BUSINESS SERVICES CERTIFICATION



ABOUT MIKE FAZIO



**DON'T SETTLE FOR SO CALLED
"TRAINERS" & "TEACHERS".**

**LEARN FROM SOMEONE WHO HAS
BEEN IN SALES & EMPLOYER
ENGAGEMENT HIS ENTIRE 30+ YEAR
CAREER.**

During his 10+ year workforce career, Mike has visited 41 states in-person to share his effective, outcome-driven, business services and employer engagement strategies and tactics.

When you count webinars and webcasts, he's actually reached 10,000+ workforce professionals from all 50 states, DC, Puerto Rico, US Virgin Islands and Guam!

Mike is known for his instructional *"tell it like it is"* style! He has a proud 30+ year career in Sales Management, Sales Training, Marketing and of course, SALES, SALES, SALES!

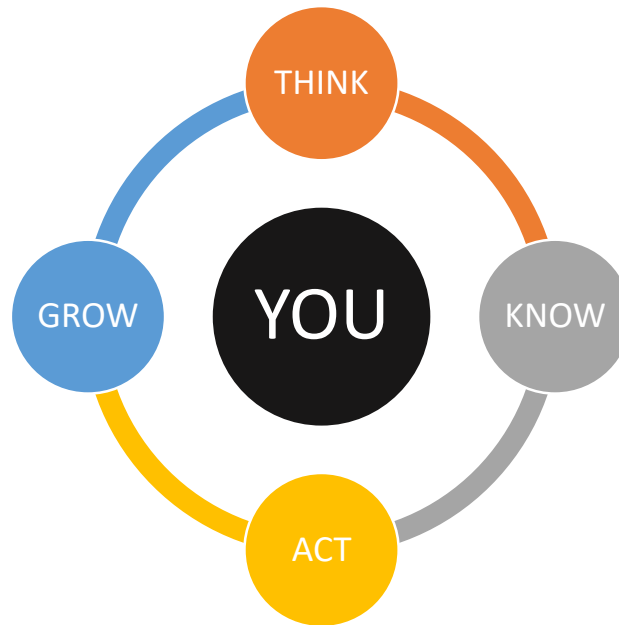
Mike STILL regularly goes out in the field with BSRs all over the country to share his knowledge and expertise for engaging employers and developing profitable relationships!

Mike believes there's no need to travel or be locked up in a conference room to learn employer engagement skills. Instead, he invites you to be comfortably in front of your computer or tablet, as conducts LIVE webcasts filled with usable, effective strategies and tactics!

There's always interaction and unlimited Q&A at every session!

More about him at www.workforce180.com/mike

THE BS PROGRAM



Webcast 1: THINK

Employer Engagement requires a mindset. In other words, if you're properly focused, goals can be set and achieved. We'll discuss the necessary process to be excited and comfortable about doing your job.

Webcast 2: KNOW

Employer Engagement requires knowledge. The power of information has never been more important. We'll discuss what you need to know and how to use to engage employers.

Webcast 3: ACT

Employer Engagement requires you to conduct strategies and tactics over and over again until they yield the results needed. We'll discuss the specific things to do and say for Approaching, Presenting and Overcoming Concerns/Objections.

Webcast 4: GROW

Employer Engagement requires follow-up, relationship building and a continuous desire to succeed. We'll discuss the exact methods and ways to make this happen.

THE PROGRAM DETAILS

Four-Part* Webcast Series

- Part 1 June 20 @ 1:00 EST
- Part 2 June 20 @ 2:00 EST
- Part 3 June 21 @ 1:00 EST
- Part 4 June 21 @ 2:00 EST
- eCopies of all slides used
- eCertificate of Achievement
- BIG, BIG, BIG group discounts
- Contact us: webcast@workforce180.com

**Each part contains unique material. Attendee must successfully complete all four parts to earn their certificate. Each part will be recorded in case you have a schedule conflict. You will have access to these recordings for 30 days.*

Cost

- \$300 per attendee
- Group Discounts available
- Payment via Credit Card or PO/Invoice
- Train Now/Pay Later or Pay Now/Train Later options available
- Contact webcast@workforce180.com for more information

