



MASTER SALES
SEMINAR PART II

AGENDA

PRESENTED BY
BOB BEILHART AND
DR. GARY RADEMACHER

OCTOBER 15, 2020
CLEARWATER, FLORIDA

AGENDA



Call Eve at (727) 314-7989 to confirm your reservation! For venue information, please call our venue at (727) 498-0005.

Venue

Feather Sound Country Club
2201 Feather Sound Drive
Clearwater, FL 33762

Hotel Information

Our venue is about 25 minutes from
the TBA office. For a list of convenient
local hotels, please call Eve.

Event Room

This workshop will be held in
the *Sandpiper* room at our
beautiful venue.

NOTE: Our executive training courseroom is open all weekend at the TBA office in Clearwater!

REGISTRATION 8:30AM-9:00AM

KICKOFF 9:00AM-9:15AM
Ethan Dangberg

RECAP OF THE BASICS 9:15AM-10:15AM
Dr. Gary Rademacher and Bob Beilhart

Tune up key skills for finding a ruin, connecting with your new patient & delivering a rockstar ROF!

BREAK 10:15AM-10:30AM

DRILLING SESSION 10:30AM-12:00PM
Dr. Gary Rademacher and Bob Beilhart

PRACTICE, PRACTICE, PRACTICE to ensure your new patient experience is FLAWLESS.

CATERED LUNCH 12:00PM-1:00PM

PERFECT THE CLOSE 1:00PM-3:00PM
Dr. Gary Rademacher and Bob Beilhart

Getting the Care plan commitment to a 10, dialing in your financial close and addressing all new patient objection handles.

BREAK 3:00PM-3:30PM

DRILLING SESSION 3:30PM-5:30PM
Dr. Gary Rademacher and Bob Beilhart

PRACTICE, PRACTICE, PRACTICE so you can handle every patient objection TO A CLOSE.

CLOSING REMARKS 5:30PM-6:00PM

Before you leave, don't forget to fill out your seminar survey and success story forms.