



## Lunch and Learn at Your Desk!

### Wild Wednesday Webinar

featuring

**Cliff Quicksell MAS+**

Wild Wednesday Webinar

Wednesday, May 31, 2017

12:30 pm ET / 11:30 am CT / 10:30 am MT / 9:30 am PT

**Registration Form URL: [https://](https://attendee.gotowebinar.com/register/6217481351638105601)**

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## “Explosive Upselling: Selling Value-Added Products and Services to Bolster Profitability”

Promotional Products salespeople are, for the most part, anxious to get the order and run. By running and not asking additional questions they miss out on additional sales and ultimately massive profits. With the right questions and a few additional seconds you can see significant increases in your business.

### Learner Outcomes

- Understanding of the additional options you can provide to enhance profits
- The simple questions to ask to unlock additional sales
- Uncover additional service offerings available, but didn't know you had
- Creating a new pitch that gets clients and prospects thinking differently

Earns 1 CAS Credit if you include your PPAI Pin Number when you complete the survey at the end of the webinar. Your regional executive director or PPAI Education Department can help you find your Pin Number.

About Cliff Quicksell MAS+ Cliff Quicksell, Jr., MAS+ has been involved in the promotional products and sportswear industries for the past thirty-five years. During this tenure, he has achieved the MAS+ professional designation, Master Advertising Specialist+. He has been actively involved in PPAI, the international trade association for the promotional products industry, serving on various committees, as a facilitator at all PPAI & ASI shows, and as a member of PPAI's Ambassadors Speakers Bureau for over fifteen years. Cliff's passion for education and training is exemplified by his having served five terms as the education chairperson for the regional trade association CPPA of Maryland. Currently he sits on CPPA's Board of Directors. Currently, Cliff is President & CEO, Cliff Quicksell & Associates and the Exclusive Sales and Marketing Consultant and Director of Marketing for iPROMOTEu, Inc.

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