



***Connect
Discover
Grow***

***Executive Networking and Training Events
Designed for Professional Transformation***



SalesCatalyst WORKSHOP



Past Sponsors and Supporting Organizations



Thank you for inviting the University of Phoenix to be a sponsor for your Sales Catalyst Workshop. I enjoyed being a participant and sponsor for such an informative event. It was a great turnout and I had the opportunity to network with many individuals. It was very pleasant to see everyone grow from being strangers as they first entered the room to becoming so interactive with each other. I believe your Sales Catalyst Workshop opened many eyes and added many ideas to all those who attended and will carry them on into their world of business, I know it did with me. I look forward to working with you in the near future by attending and sponsoring any additional Sales Catalyst Workshops you plan on holding.

Alex Rodo, Corporate Education Liaison
University of Phoenix South Florida Campus | Axia College



What Business Executives Are Saying...

The interaction during the session exercises, the session on "Connecting" and "The Closing Process" were of great benefit. I enjoyed the panel of experts in their distinctive fields! This will benefit all of our sales executives.

Louie Didonna, Project Manager
FPL Energy Services

"I loved the Sales Catalyst Workshop! What I found to be most helpful was the question and answer time with the panel of business experts. Their insights were replete with real-world strategies and immediate take-away value. I would highly recommend the Sales Catalyst Workshop to anyone looking for cutting edge business solutions."

Jack Lannom, CEO
Lannom Worldwide

This experience has given me a new perspective on "How to" explore my clients need by invitation vs. interruption. I highly recommend this Sales Catalyst Workshop to any sales executive that wants to improve their business approach with integrity and understanding their clients need by placing themselves in their seat.

Miguel Knuckey, CEO
Blueprint for Life Ministries

The Sales Catalyst Workshop benefited me by providing a clearer understanding of how important it is to develop a sales process that is documented and repeatable. It helped me focus on performing a thorough evaluation of my customer. Another benefit was learning the importance of preparing ahead of time with creative ways to overcome objections.

Antonio Garay, Owner
Netcore

I was particularly impressed by the integrity of the presentation and materials. The strategies were customer-benefit- focused and designed to encourage a win-win situation for all involved. The group interaction allowed participants to learn via practice while fostering the spirit of networking and community. The information was relevant for economically incorporating technology and using all available resources to have the best impact on the customer without sacrificing the profit of the sale. Truly a world class presentation!

Aisha Tavares, MBA, Enrollment Counselor
University of Phoenix & Axia College, South Florida Campus

After participating in the Sales Catalyst Workshop, the three greatest benefits for me personally was the feedback received from the expert panel members, learning how to manage negative responses during a close and starting high on price to end up with better results.

Peter Gonzalez, Sales Manager
Recall

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*Business Catalyst Events is a training solution of
Motivational Speaking and Training Solutions, Inc.*



I. Introduction

Thank you for your consideration in sponsoring Business Catalyst Events. The purpose of this document is to help you better understand the vision and strategy behind Business Catalyst Events and learn how these unique professional environments can help you increase exposure to business professionals' right here in South Florida.



II. Vision: Creating Environments

Our vision is to be the global leader in creating environments for effective professional development. Business Catalyst Events will help organizations expand their reach throughout the business community by synchronizing marketing and sales efforts to reach more business professionals within a specific market.

Our passion is to help organizations exceed their performance goals by serving as key training partners in the development of their people. Our goal is to motivate them to serve as catalysts in their place of work, within their family and throughout their community. We love helping business professionals connect, stand out and close more sales.

Our dream is to make organizations more successful by strategically developing their people in the areas of leadership, sales, marketing, public speaking, and personal development. We are determined to help organizations reduce costs by maximizing individual and corporate performance.

III. Mission: Developing People

We serve organizations by developing their people and connecting them with local business professionals. We exist to inspire, equip and transform people by providing customized networking and training events to maximize their professional development.



IV. Purpose and Strategy: Professional Transformation

Professional Transformation: Business Catalyst Events are designed to transform business performance through the use of creative connecting environments, innovative teaching methods and tangible tools for immediate application. We're absolutely committed to motivating and training people to accelerate their potential for greater competence, performance and influence.

V. Values: Serving people

We value people by serving with integrity and excellence to deliver the right solutions for effective professional. We serve our customers with integrity and excellence.

Integrity is our foundation, excellence is our passion and creating customized environments for effective professional development is our dream.



VI. Business Catalyst Event Model

The Business Catalyst Event Model seeks to provide a holistic approach to the development of business professionals. By providing relevant, innovative networking and training environments in the areas of sales, leadership, marketing, public speaking, international business, small business development, marriage and several others, professional transformation can be realized.



**Executive Networking and Training Events
Designed for Professional Transformation**



**Innovative Workshops that
Transform Sales Performance**



**Skills Training Environments
for Sales Transformation**



Conferences that Transform Marriages

VII. Sponsorship Levels and Benefits

Sponsorship Levels	Investment	Benefits
Executive	\$500	Premium Website and Print Visibility 5-7 Minute Company Presentation During Event E-Mail Blast to 100,000 Business Professionals* Display Table Commercial Ads on Screen Reserved Seating at Event Marketing Materials Available at Each Table Products/Services can be Sold at the Event Public Recognition by MC Complete Participant Database Provided
Platinum	\$250	Premium Website and Print Visibility Display Table E-Mail Blast to 100,000 Business Professionals* Products/Services can be Sold at the Event Commercial Ads on Screen Public Recognition by MC Complete Participant Database Provided
Gold	\$150	Display Table Products/Services can be Sold at the Event Commercial Ads on Screen Public Recognition from MC Complete Participant Database Provided

VIII. Sponsorship Application

**Executive
\$500**

**Platinum
\$250**

**Gold
\$150**

Company Name _____

Company Address _____

City _____ **State** _____ **Zip Code** _____

Phone Number _____ **Fax** _____

Web Address _____

Sponsor Contact #1 _____

Office Phone _____ **Cell Phone** _____

Each sponsor must complete the Sponsorship Application and provide us with a signature. Applications will not be accepted without a signature. Booths will be assigned on a first come first serve basis, with preferred positioning for sponsors. All exhibitor personnel must present company business card for access to the workshop. Sponsorship participation is subject to Terms and Conditions which will be provided upon application acceptance. The undersigned authorizes payment by the preferred method indicated below.

Signature _____ **Date** _____

Payment Options: **Visa** **MasterCard** **Discover** **American Express**

Credit Card # _____

Name as it appears on card _____

Exp. Date _____ **CVV#** _____ **Phone #** _____

Address _____ **City** _____ **State** _____ **Zip** _____

CHECK * Make check payable to **Motivational Speaking and Training Solutions, Inc.**

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