

NDC UNIVERSITY: TRIPLE PLAY CUSTOMER SERVICE/INSIDE SALES



NDC is now holding open enrollment for NDC University-Triple Play, August 18-20th, Nashville, TN. It's definitely "bases loaded" with three exceptional training courses going on at the same time! Sign up today for one of these exciting, three-day sessions: **Purchasing and Operations**, **Sales Administration** or **Customer Service/Inside Sales**. You just don't want to miss this!

WHAT IS THE NDC UNIVERSITY TRIPLE PLAY?

It's a dynamic, learning experience tailored to meet the needs of three specific groups; **Purchasing and Operations**, **Sales Administration**, **Customer Service/Inside Sales**. In each of these three-day, jam-packed sessions, you'll get the tools you need to get you on your way to being the *Best That You Can Be...in the Industry!*

First Base – Purchasing and Operations

- Learn best practices in purchasing and warehouse operations, to include stock rotations, inventory management, warehouse flow, packaging, cost of damaged goods and more!

Second Base – Sales Administration

- Interested in learning about filing rebates? Need help navigating through the confusing world of local and GPO contracts? This is the class for you!

Third Base – Customer Service/Inside Sales

- If you are talking to a customer, then you are definitely in sales. Find out how to maximize your efforts and to keep your clients for life!

Attending any one of these classes is guaranteed to be a **Home Run**, so tag your base and get registered!

SPACE IS LIMITED – REGISTER TODAY

In order to reserve your space, fax the attached registration form to **615-366-0564** as soon as possible. We don't want you to miss out on this powerful sales training event! **Registration deadline is July 9, 2010.**

REGISTRATION FEES:	1 student, \$99
	2 students, \$79/student
	3 or more students, \$59/student

HOTEL RESERVATIONS

Contact the **Hotel Preston** at **615-361-5900**. Receive a special NDCU room rate of **\$89/night*** by informing the reservation agent that you are an NDC University participant. The Hotel Preston offers complimentary airport shuttle service and a \$10 daily breakfast voucher.



Questions? Contact:
Bobbie Moore
615-324-6335
bmoore@ndc-inc.com

Hotel Preston
615-361-5900
733 Briley Parkway
Nashville, TN 37217
**Ask for Special NDCU Rate of
\$89 per Night*

NDC University: Triple Play CUSTOMER SERVICE/ INSIDE SALES

Wednesday – August 18, 2010

11:00 – 1:00	Registration & Individual Photos
1:00 – 1:15	Group Picture
1:15 – 1:45	Welcome and Introductions
1:45 – 3:45	Group Activity
3:45 – 6:00	Vendor Rotations & Happy Hour Featuring Pro Advantage, 3M, BD, Inverness, Terumo, Smith & Nephew, GOJO & Graham
6:00 – 8:00	Networking Dinner & Group Activity

Thursday – August 19, 2010

8:00 – 10:00	Vendor Rotations Featuring Midmark, Midmark Diagnostic Group, Crosstex, Genzyme, Helena Labs, Miltex, Welch Allyn and Ansell
10:30 – 11:30	Class Activity
11:30 – 1:00	Lunch
1:00 – 5:00	General Session – Sales • Prospecting new customers • Cold calls, phone calls and the internet • Time and territory management
5:30 – 7:30	Happy Hour & Networking Dinner

Friday – August 20, 2010

8:00 – 9:00	Class Activity
9:15 – 10:30	Lablink
10:30 – 11:30	Graduation & Departure

**DEADLINE:
JULY 9, 2010**

NDC UNIVERSITY: TRIPLE PLAY CUSTOMER SERVICE/INSIDE SALES



**NDC University: Triple Play
Hotel Preston, Nashville, TN
August 18 – 20, 2010**



NDC UNIVERSITY: TRIPLE PLAY REGISTRATION FORM

I will be attending (check one): Customer Service/inside Sales
 Purchasing & Operations
 Sales Administration

Company

Contact Person

Email Address

Address

Telephone Number

Fax Number

Attendee #1

Years Experience

Email Address

Attendee #2

Years Experience

Email Address

Attendee #3

Years Experience

Email Address

Market(s) Served



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Schedule at a Glance

Wednesday, August 18

11:00AM – 1:00PM Registration & Pictures
 1:00 – 6:00PM Group Activity
 Vendor Rotations
 6:00 – 8:00PM Networking Dinner &
 Group Activity

Thursday, August 19

8:00 – 11:30AM Vendor Rotations
 Class Activity
 1:00 – 5:00PM General Session – Sales
 5:30 – 7:30PM Happy Hour &
 Networking Dinner

Friday, August

8:30 – 10:30AM Class Activity
 10:30 – 11:30AM Graduation & Departure

REGISTRATION FEES:

1 Student \$99/student
2 Students \$79/student
3+ Students \$59/student

SPACE IS LIMITED – REGISTER TODAY

**Fax form to 615-366-0564 or
 Mail to NDC, Inc.**
 Attn: Bobbie Moore
 402 BNA Drive, Suite 500
 Nashville, TN 37217

**Registration Deadline:
 July 9, 2010**