



Nebraska Press Advertising Service

845 "S" Street | Lincoln, NE 68508
Phone: 800-369-2850 | Fax: 402-476-2942
www.nebpress.com

Sign Up for NPAS Advertising Workshop

Your newspaper is invited to participate in a the ProMax Progressive Prospecting Workshop. The workshop is led by Kelly Wirges, who presented well-attended and popular sales workshops at the 2014 Nebraska Press Association convention.

Registration gives you access to the following:

- Access to five (5) training videos that can be viewed at a time and place of your choosing
- Access to printable materials and handouts to accompany videos
- A wrap-up webinar, date to be determined

Materials provided include:

- 50-page customized training program
- Materials reproducible with blanks for group facilitation
- Materials with blanks completed for new employee self-study
- Numerous handouts & self-study questions
- Step-by-step Facilitator's Guide
- Review Kit - includes facilitator instructions and complete materials to conduct 12 review sessions
- Recommended new business development contest
- Ongoing consultation as needed for effective implementation

See the attached flyer for additional details.

"Kelly is, hands down, the best sales trainer that I've seen in person, or even via webinar. What I love about Kelly is that her sales training sessions will leave you with actual, real-life, strategies that you can implement immediately. Unlike a lot of presenters, Kelly can help with general sales strategies, as well as strategies specific to our industry. She has years of experience helping newspapers, and we are lucky to have her helping the members of NPA this year!"

-Chris Rhoades, General Manager,
South Sioux City Dakota Co. Star

Registration fee is \$45.00 per newspaper.

Please include the email address you would like NPAS to use for sending materials.

Newspaper(s): _____

Registration fee included: \$45 x # of newspapers = _____

Email address(es): _____

Detach this section and mail with payment to:

Nebraska Press Advertising Service, 845 "S" Street, Lincoln, NE 68608.

Please make checks payable to Nebraska Press Advertising Service (NPAS).

Questions? Call Rob James or Violet Kirk at 402-476-2851 or email sales@nebpress.com.