

Organizing successful client seminars

Section of Law Practice Management, American Bar Association - Checklist and Guide for Planning a Seminar



Description: -

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Malaya -- History -- Malayan Emergency, 1948-1960 -- Personal narratives, British.
Rayner, Leonard.
Cooperative societies -- Belgium -- Law
Seminars
Legal ethics -- United States
Advertising -- Lawyers -- United States
Lawyers -- United States -- Marketing
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Sales Organization Structures for Success: Models, Tips & Best Practices

Pods can also be used for account-based sales, as a single pod can efficiently go after a targeted account. In order for salespeople to effectively close deals, they need to focus on sales-critical activities.

16 Steps for Planning a Successful Seminar [Checklist]

In this case, it's important to attract media coverage and secure sponsorship for your event. Book the necessary audio equipment for in-person speakers or a video setup for livestreaming.

13 Actionable Tips for Hosting Successful Seminars

Finally, set a clear profit goal, which will help you calculate how much to charge attendees. Choose one topic to explore, do it well, and your audience will be satisfied. By tracking and monitoring these data, enablement professionals play a big role in the ongoing improvement of their sales organization.

10 Simple Steps to Seminar Success

Both Schlossberg and Elsassner have had success holding seminars at local universities. Offer a Networking Opportunity Since many people attend seminars to meet and connect with others in their field, make sure to offer opportunities to network throughout the event. Even better, allow questions periodically, both as a way to make the audience feel like an active participant and to divide the lecture into shorter, more dynamic sections.

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Worksup virtual event platform, agenda view 4. Align with a well-respected organization or institution.

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