



NAWIC Holiday Celebration

Follow Up Sales Strategies & Silent Auction

Tuesday, December 13

5:30 PM Networking
6 PM Program

Members \$40
Non-members \$45

Riverwalk Golf Club

1150 Fashion Valley Rd
San Diego, CA



The Foundation supports NAWIC education events including

- Block Kids,
- CAD Drafting
- and Camp NAWIC



In the Follow Up Sales Strategies Presentation, you'll learn:

- Why using a system is critical for success
- Follow up systems that don't work
- How the right mindset will make the follow up process easier
- Surprising sales statistics
- Powerful results of effective follow up

Improving your follow up skills will help you get more clients and close more sales

Wanda Allen is a national speaker, coach, author and award winning business owner. She's the author of Follow Up Savvy and Follow Up Sales Strategies. Wanda had a 25 year corporate career where she held the position of Senior Vice President for 15 years

FUTURE CONSTRUCTION LEADERS SAN DIEGO SILENT AUCTION

The Foundation will be hosting a Silent Auction fundraiser. You can support the foundation by donating:

- Gift basket(s)
- Stay-cations at local San Diego hotels, restaurants, entertainment venues
- Jewelry, treasures, gift cards, and more!



Remember to bring your cash, checkbook, and/or credit card to the auction!

RSVP by **December 8 at Noon** with **Donna Walton**
(619) 869-1907 dwalton.nawic@gmail.com www.nawicsd.com

Name _____ Member Guest **Meal Choice:** Turkey Vegetarian

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Company _____

If you reserve and cannot attend, please cancel your reservation by the specified RSVP Date or you will be billed. Please pay at the door with cash or check. Make checks to NAWIC San Diego, Chapter 21. MC/ Visa will be accepted at the door with a \$2.50 convenience fee. If you do not pay at the door, there is an additional \$15 billing fee.

