

# How to Succeed at Trade Shows & Events

written by Lauri Moon | February 16, 2017

## Make the most of the trade show season!

**With Dave Mattson and Mike Montague of Sandler Training**

In this webinar, you will learn best practices that you can immediately implement with the members of your team. We will give you an overview of the attitudes, behaviors and techniques for events that we have found to be most effective over the past five decades and have a frank discussion on the strategies and tactics which are most useful.

## Arrive prepared and get results!

Designed for sales professionals and team networkers who have experienced ANY of these “in-person event” disappointments:

- I am unable to meet and connect with as many prospects as I want.
- I leave the event with only superficial social dialogues, not significant business meetings.
- I am stuck in a routine of attending but always feel like I wasted time and money on the event.

[Register](#)