

WBE FORUM

For Certified WBE Members

Business Growth Strategies Turning Contacts Into Contracts

Featured Speaker



SALES COACHES'
CORNER



Dave Tear
Owner

At this WBE Forum:

- Discover what to do while waiting in the sales cycle.
- Learn sales tips and how to qualify opportunities.
- Understand how to engage the supplier diversity professional in the process.
- Create a strategic follow up plan.

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**Blue Cross
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No Cost to Attend
Limited Seats Available
RSVP by October 18, 2019

Tuesday, October 22, 2019
9 a.m.-12 p.m. EST
Registration Opens 8:30am
Optional: New WBE Toolkit Training
(8:00 am - 8:40am)

Blue Cross Blue Shield of Michigan
20500 Civic Center Dr.
Southfield, MI 48076

For questions contact: Sherry Cummins at 734-677-1400 or scummins@greatlakeswbc.org