EVERYONE SELLS! TRAINING FOR SUCCESS

Everything in business revolves around sales. Everyone in your company contributes to sales. Learn how to improve your sales skills at the WIP Leadership Forum @ the Expo! This year's training session features the nation's most effective sales training using enhanced human behavioral skills learned through the DISC® SALES MODEL. Saturday, April 13, 9:00am-2:30pm in Atlanta. This is the most highly-rated training at the Expo! Online assessment, lunch/beverages, and training package: $175. Details.

Expert, certified trainers in the DISC profile will lead participants through a five-hour intensive training. Laurie Irish-Jones (top left) is CEO of Irish Propane and Irish Carbonic in Buffalo, New York. She holds both Bachelor of Science and Juris Doctorate degrees. Irish-Jones enjoys charity work and is the past president of the New York Propane Gas Association. She is passionate about workforce development and is the Chair of the Women in Propane Council.

Jennifer Jackson (left), Area Director, AmeriGas, began her propane career at Ferrellgas in 2005, where her dedication, work ethic, and critical thinking skills were recognized and rewarded with advancement opportunities. She is an active member of the WIP leadership team and serves as the Project Manager for the Knowledge Exchange mentor network.

Milissa Lord (right), Vice President of Business Development, A.R.M. Solutions, a national accounts receivable and collection agency, conducts educational seminars for the propane and fuel industries nationwide. Her 27 years of sales, finance, and business experience are widely used in her service as an adviser to the industry. She now serves on the WIP Executive Board as the council's Treasurer.

OPERATING FOR SUCCESS: Industry leader Paige O'Dell (VP Operations, AmeriGas) shares her insight from her impressive three decades long career.

ROUNDTABLE SESSION: Operations and Sales On The Same Page—Sunday, April 14, 3:30pm-5:00pm. Everyone is welcome. Free. Details.

You are invited to a NETWORKING RECEPTION hosted by the Women in Propane Council immediately following the Roundtable. Enjoy beverages and conversation with industry colleagues, Sunday, April 14, 5:00pm-6:00pm.

Mentor/Mentee Meet-Up...at the Expo

Enrollment for the 2019 Knowledge Exchange is open NOW. The national mentoring network provides a platform for individuals to develop themselves on a professional and personal level. As a reciprocal learning experience, mentoring relationships benefit both the mentee and the mentor. Details here.

Knowledge Partners have the chance to meet up at the Roundtable and Reception events on Sunday April 14 (see item above). A nationwide mentoring network for women and men. Mentees set their own goals. Mentors guide and support them to achieve their goals.

Mentors are volunteers. Mentees invest $250 for a six-month course. And as an added bonus, anyone signing up for Leadership Forum will get a 50% discount on the Knowledge Exchange mentoring program—that is $125 value for each mentee registration!