



# Selling Strategies For Success Workshop

## Schedule of Events

Wednesday, October 2, 2019 | 7:15am - 11:55am | Chicago, IL

7:15am - 8:00am	<i>Buffet Breakfast</i>
8:00am - 9:40am	<b>Increase Patient Loyalty and Overcome Purchasing Hesitation</b> (COPE: 63606-PM) & ABO, NCLE, CPC - Samantha Toth
9:40am - 9:55am	<i>Break</i>
9:55am - 10:45am	<b>Selling Satisfaction</b> (COPE: 52056-PM) & ABO, NCLE, CPC - Doug Martin
10:45am - 11:35am	<b>Selling More Lenses - 5 Steps to Increasing Your Lens Care</b> (COPE: 63275-PM) & ABO, NCLE, CPC - Doug Martin
11:35am - 11:55am	<b>HOYA Presentation</b>
11:55am	<i>Take-Away Lunch</i>

