

## 2012 Leader Training Institutes

### North America

#### **Strategic Selling® Government**

June 25 - 27 ..... Reno, NV  
September 10 - 12 ..... Reno, NV

#### **Strategic Selling® Coaching**

March 27 - 27 ..... Milton Keynes,

#### **Strategic Selling® and Conceptual Selling® Customer Focused Interactions**

April 16 - 20 ..... Reno, NV  
May 7 - 11 ..... Reno, NV  
June 25 - 29 ..... Milton Keynes,  
August 20 - 24 ..... Reno, NV  
December 3 - 7 ..... Reno, NV

#### **Strategic Selling®**

February 28 - 2 ..... Milton Keynes,  
March 22 - 24 ..... Reno, NV  
July 16 - 19 ..... Reno, NV  
October 29 - 1 ..... Reno, NV

#### **Strategic and Conceptual Selling® CFI Coaching and Funnel Management**

May 21 - 24 ..... Reno, NV  
August 6 - 9 ..... Reno, NV

#### **Securing Strategic Appointments(sm)**

February 28 - 1 ..... Milton Keynes,  
April 23 - 25 ..... Reno, NV  
July 9 - 11 ..... Reno, NV

#### **Negotiate Success (sm)**

April 17 - 20 ..... Milton Keynes,  
September 24 - 27 ..... Reno, NV

#### **Large Account Management Process(sm)**

March 19 - 22 ..... Reno, NV  
May 30 - 2 ..... Milton Keynes,  
June 18 - 21 ..... Reno, NV  
July 23 - 26 ..... Reno, NV  
September 17 - 20 ..... Reno, NV

November 5 - 8 ..... Reno, NV

#### **Executive Impact(sm)**

March 14 - 16 ..... Milton Keynes,  
June 11 - 13 ..... Reno, NV  
August 7 - 8 ..... Milton Keynes,  
October 22 - 24 ..... Reno, NV

#### **Conceptual Selling® Customer-Focused Interactions**

June 4 - 7 ..... Reno, NV  
October 15 - 18 ..... Reno, NV

#### **Conceptual Selling®**

March 20 - 23 ..... Milton Keynes,

#### **Channel Partner Management (sm)**

March 26 - 28 ..... Reno, NV  
June 18 - 20 ..... Milton Keynes,  
August 13 - 15 ..... Reno, NV

REGISTER TODAY : PHONE/WEB/EMAIL

800-526-6400 • www.millerheiman.com • info@millerheiman.com