

REGISTRATION
OPENS OCTOBER 10!

UNIVERSITY OF INDUSTRIAL DISTRIBUTION

INDIANA UNIVERSITY/PURDUE UNIVERSITY

MARCH 5-8, 2012
INDIANAPOLIS, INDIANA
www.univid.org

▼ UID CLASS SCHEDULE

MONDAY, MARCH 5

001. Marketing Strategies [Marks] Morning
002. Pricing Strategies [Marks] Afternoon
003. Improving the Distributor's Bottom Line [Bates]
004. You Can Always Sell More – How to Improve Any Sales Force [Pancero]
005. Creating a Competitive Distinction [Underhill]
006. Leadership & Delegation for Distribution Managers [Land]
007. Differentiating Your Distribution Company – A Winning Strategy [McCleave]

TUESDAY, MARCH 6

008. Achieving Effective Inventory Control [Schreibfeder]
009. From Dull to Dynamic: Transforming Your Presentations [Boyd] Morning
010. The Power of the Spoken Word [Boyd] Afternoon
011. Creating a Winning Marketing Plan [McQuiston]
012. Profit Myths in Wholesale Distribution [Bates] Morning
013. Managing the Account Portfolio [Monoky] Afternoon
014. Managing Distributor Sales Activities for the Manufacturer Territory Sales Executive [Marks] Morning
015. Preparing for 2020: The Manager's Guide to Dealing with the New Workplace [Newton] Afternoon **NEW**
016. Proving Total Cost Savings [Underhill]

WEDNESDAY, MARCH 7

017. Branch & Operations Management [Workman]
018. Sales Planning for Industrial Distributors [Monoky]
019. How to Get Paid for Service Value [Merrifield] **NEW**
020. Planning and Managing the Distributorship for Greater Profits [Rice]
021. Hiring the Right Salespeople [Eilers] Morning
022. Improving Profitability Through Joint Sales Calls [Eilers] Afternoon
023. Value - Added Selling [Reilly]

THURSDAY, MARCH 8

024. Personnel Productivity Improvement [Newton]
025. Customers: How to Keep The Best for Life [Rice] Morning
026. Increasing Your Sales Force's 'EQ' [McQuiston] Afternoon
027. Negotiation Skills for Distributors [Schatzki]
028. New Process of Distribution Sales Management [Eilers]
029. Fundamental Business Skills and Leadership Training for Today's Distribution Branch Manager [Ambrose]
030. Creating Shareholder Value in Wholesale Distribution [Deist]



Serving Industrial Distribution for 19 Years!