



WE MOVE MOLECULES

CONCOA EQUIPMENT & PRODUCT TRAINING



Presented by
Larry Gallagher - Applications and Product Manager

As one of CONCOA's most popular training seminars, this three-day product and equipment training class is designed to meet all levels of experience. The course will focus on current market trends, application sales techniques, how to present value added solutions, and identifying strategic markets. By utilizing a case study format, the class will bring a real-world perspective for technical equipment sales professionals. Attendees will be broken up in small groups in order to practice how to make efficient and successful sales calls.

The course will identify marketing strategies in all of CONCOA's key product lines such as research and specialty gas, medical manifolds, gas distribution systems and industrial applications.

- **When:** October 9-11, 2017
- **Where:** Concoa Headquarters
1501 Harpers Road
Virginia Beach, Va 23454

This training course is for existing CONCOA distributors only. There is no cost for this extremely informative class. **Spots are limited so be sure to register soon. Reserve your spot at www.concoa.com/training/trainingreg.html

**Guests are responsible for all hotel and transportation costs. CONCOA does not provide transportation or shuttle service to its facility. Please be sure to make appropriate transportation arrangements. CONCOA has made arrangements for class attendees to receive special corporate rates at the Courtyard by Marriott located at 3737 Atlantic Avenue, Virginia Beach, VA 23451. Please submit your reservation requests to lcorcoran@concoa.com.