



# Blue Hills Ventures

Sales Summit 2018

*"It's not how you close, it's how you open!"*

Monday June 25th	Tuesday June 26th	Wednesday June 27th	Thursday June 28th
<b>Guests Arrive</b>	9:00am Arrive at AVIVA Stadium	9:15am Arrive at AVIVA Stadium	<b>Guests Depart</b>
	9:15am Welcome	9:30am Optimising your Sales Bazooka/S-MAP	
	9:30am Creating Compelling Businesses Messages with Sean Weafer	11am Advanced Prospecting Techniques	
	12:30 Lunch	12:30 Lunch	
	1pm Tour of the Aviva Stadium	1:15pm Improving our Sales Processes	
	1:45pm Advanced Meeting Management and Questioning Skills with Sean Weafer	2:15pm GDPR and us? (what does it mean for selling to scientists)	
		3pm Sales Summit Wrap-up	
5:30pm Sessions Adjourn	3:45pm Bus Departs to GoQuest Puzzle Adventure		
7pm Informal meet-up for drinks and food Location TBA	6:30pm Dinner & Some Fun! Location TBA	6:30pm Bus Departs to Johnny Foxes	7:15pm Dinner and Traditional Irish Music
9pm Return to Hotels/Homes	9:30pm Evening Concludes, return to hotels/homes	11pm Summit Concludes, Bus returns to City	



Sean Weafer is "The Expert2Influencer Coach" and a professional speaker who helps companies by coaching business development teams to communicate with influence and impact and create new and higher value client relationships, see: [seanweafer.com](http://seanweafer.com)



Our venue for the two days will be a corporate box at Dublin's Aviva Stadium, the home of Irish rugby.