



Harlem Community
Development
Corporation



How To Sell Your Business To Other Businesses

This free workshop will provide entrepreneurs with information on how to effectively sell products and services to other businesses.

Topics include:

- The most important step in developing your business-to-business sales plan.
- The process for setting weekly, monthly and quarterly sales goals for your organization.
- Sales conversation basics that motivate action.
- How to navigate a business-to-business sale from the first conversation to the close.

**Thursday, November 1, 2018
9:30 AM – 12:00 PM**

Location: Harlem Commonwealth Council
361 West 125th Street
(You will need a photo ID to enter the building)

Space is limited. Please register for this free workshop by contacting Harlem CDC at 212-961-4100 or harlemcdc@esd.ny.gov.

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