

LUNCH & LEARN WEBINAR

Home Health Marketing: The Making of a Sales Expert

January 30, 2018
12:00 PM - 1:30 PM
(PST)

Webinar Access

Webinar login instructions will be emailed to registered attendees the morning of the webinar.

Please note: Registration fees are per person for a single log-in. Each attendee must have their own individual login credentials.

Certificate of Completion & CEU Credits

Provider approved by the California Board of Registered Nursing (Provider # CEP2463) for up to one and one half (1.5) contact hours of continuing education. You must be present for the entire webinar to earn continuing education credit.

At the completion of the webinar, you will be directed to complete an online evaluation form, which is required in order to obtain a certificate of completion. Please allow 1-2 weeks for your certificate to arrive via mail.

Overview

Having a successful sales and marketing plan provides the opportunity for increased revenue and expanded patient service. With an increasingly saturated home health industry, today's successful sales representative must be both a patient advocate and a home care services educator.

Discover how to take your agency's performance to the next level and impact more patients and families lives through home health. Sales coach Melanie Stover will share the 3 keys to transformation of your sales representative into a trusted resource!

Learning Objectives

- Discover the 3 keys to move you from a "just another sales rep" to a true care partner
- Identify the 3 "levels" of sales rep and how to get to the next, more collaborative, level
- Craft Home Care Sales Trigger Questions™ to get you the next patient

Faculty



Melanie Stover, OTR/L, MBA, MS/ISM

Partner

Home Care Sales

Sponsored by



LUNCH & LEARN WEBINAR

Home Health Marketing: The Making of a Sales Expert

Ways to Register

ONLINE at www.cahsah.org/educational_events/18WEBHHMarketing.php

FAX registration form to: (916) 641-5881

PHONE in registration to: (916) 641-5795 ext. 113

MAIL registration to: CAHSAH, 3780 Rosin Ct, Suite 190, Sacramento, CA 95834

Cancellation Policy

Cancellations are subject to a 20% handling fee. No cancellations or refunds will be issued once user login information has been sent. Unfortunately, due to the online format of this program we are unable to offer exceptions to this policy. If you are unable to attend, substitutions are allowed. Refunds will not be made for "no-shows." Should CAHSAH cancel the program, a full refund will be issued.

FILL IN ATTENDEE INFORMATION (ALL FIELDS REQUIRED)

HOME HEALTH MARKETING WEBINAR
JANUARY 30, 2018
12:00 PM - 1:30 PM (PST)

Company Name

Phone Number Fax

Company Mailing Address

City State Zip

Attendee #1 Name

Attendee #1 Email

Attendee #2 Name

Attendee #2 Email

CALCULATE REGISTRATION FEES

Registration Fee & Deadline	CAHSAH Members	*Non Members	# of Attendees
Early Bird Register by 1/29/2018	\$49	\$99	x _____
TOTAL DUE			\$ _____

***Is your organization not a CAHSAH® member?** Contact Membership at (916) 641-5795 ext. 114 to find out how you can join and receive discounted registration rates for all CAHSAH education programs.

FILL IN PAYMENT INFORMATION

PRE-PAYMENT REQUIRED. Registration will not be processed without payment.

PAYMENT TYPE

Check # _____ (Make check payable to CAHSAH)

Charge   

Credit Card Number

CC Exp. Date CC Billing Zip