

# CSP

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## Mexico

Tentatively  
scheduled for the  
Last week of January, 2017  
First week of February, 2017  
Guadalajara, Mexico



Investment: \$1895 USD

*Energize your sales revenue and profitability by becoming a Certified Sales Professional*

## CSP Program Description

There are few requirements to become a salesperson. Frequently, there is little formal sales training, and especially within the framework of the multi-line selling business model.

CSP brings together exceptional content and proven tools to improve your business as soon as you put them into play. One CSP graduate paid for their class and time away with *a single order* and *within two weeks* of earning certification! CSP is a one week course that ends with a written exam and a one on one verbal exam. The earned designation can then be attached to a graduate's name on all business related materials.

## Course Content

*Topics example:*

- Setting Personal Goals
- Time Management
- Synergistic Consultative Selling techniques
- Return on Time Investment
- Profitability and Performance
- Strategic Prioritization
- Territory Management
- Account Management

## PROGRAM SCHEDULE

### Day 1

Check in and evening on your own

### Day 2

Introductions and Instruction from  
8:00 AM – 5:00 PM

### Day 3

Instruction and Application Activities  
8:00 AM – 5:00 PM

### Day 4

Instruction and Process Practice  
8:00 AM – 3:00 PM  
- 90 minute written exam 3:30 – 5:00 PM  
- Some verbal interviews scheduled  
6:00 – 8:00 PM

### Day 5

Balance of verbal interviews  
- Departure

## Who Should Attend?

Manufacturers' Representatives, Brokers, or Agents  
Direct Sales  
Distributors  
Sales Managers  
OEM (original equipment manufacturers) Sales

MRERF reserves the right to change tuition costs for future classes in any or all of their publications.



Manufacturer's Representatives Educational Research Foundation.  
Institute for Professional Advancement

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T 303.463.1801  
WWW.CSP-USA.org

### **Annual Maintenance Requirements of Your Certification**

- 20 hours of continuing education (Product trainings, Association conferences, participating in business community education etc.)
- Certification annual renewal fee of \$100

### **What Your Investment Covers**

- Study materials binder
- Live classroom instruction
- Written exam materials
- Individual verbal exam
- Continental breakfast, lunches and snack breaks Days 2 - 4


### **Enrollment**

*You are invited to enroll either online or by calling the MRERF office.*

- Enrollment form: <https://mrerf.org/csp-certified-sales-professionals-mexico/enroll-in-csp-mexico/>
- Office phone – 303.463.1801
- Website for CSP: <https://mrerf.org/csp-certified-sales-professionals-mexico/>
- Minimum deposit of \$400 USD required to hold reservation
- Balance / full tuition due 30 days before class
- \$50 cancellation fee charged for reservations canceled 30 days before class. Funds paid, less the fee, will be returned within 2 weeks.
- After 30 days, \$50 cancellation fee with 50% of funds paid, less the fee, returned within 2 weeks.

### **Guarantee**

- Participants who do not pass have the following options, without additional cost:
  - retake the exams by contacting and coordinating with MRERF office
  - retake the class, or a portion of it
- Education program tuition usually qualifies in the US as a business tax deduction. Contact your tax advisor for additional information.
- You will find value for your business and ideas for improving your sales process or we will refund your tuition.



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