

# Dimensions of Professional Selling (DPS)

June 21-23, 2022 | Cincinnati, Ohio



## PROGRAM LOGISTICS

We are delighted to share program logistics for the *Dimensions of Professional Selling (DPS)* program scheduled for June 21-23, 2022, at **The Summit**. The Summit Hotel is just a few minutes north of the Ohio River on the Medpace campus in the heart of the Madisonville community, a Cincinnati neighborhood (Located at 5345 Medpace Way, Cincinnati, Ohio 45227).

Expect to return to your responsibilities with the most dynamic and complete set of sales development skills in existence! Positional selling is helping sales professionals all over the world improve their sales, market share, and profits.

## PROGRAM DATES AND TIMES

DPS: June 21-23, 2022

Tuesday: 8:00 am – 5:00 pm EDT  
Wednesday: 8:00 am – 5:00 pm EDT  
Thursday: 8:00 am – 12:00 noon EDT

## PROGRAM ATTIRE

Dress for the program will be business casual.

## MEALS

Carew will provide a morning break, lunch, and afternoon break to participants on all program days. Additional meals are the responsibility of each participant.

## PROGRAM CONFIRMATION

To confirm your attendance at the DPS program and complete the program registration, click the following link: [DPS Open Enrollment Pre-course Questionnaire](#) (**Please note: The completion of the pre-course questionnaire serves as final confirmation of your attendance. You will not receive a confirmation number.**) The registration and survey simply help our facilitators to understand your needs as a student and as our guest. Your responses are important to the class dynamics and will help us prepare materials for your attendance.



### PROGRAM LOCATION AND LODGING

The DPS program will take place at The Summit. Participants are responsible for reserving their air, ground and hotel accommodations. Should you need assistance or have any special requests, please contact Dawn Lewis at 513.619.4246 or via email ([dlewis@carew.com](mailto:dlewis@carew.com)).

### THE SUMMIT CANCELLATION POLICY

Individual sleeping room cancellation: 24-hour cancellation policy applies to all guest rooms. Should a cancellation be made within 24 hours of arrival, one (1) night's room and tax charges will apply.

### ARRIVAL/DEPARTURE

The Summit is accessible via the Cincinnati/Northern Kentucky International Airport (CVG). The hotel is located about 23 miles from the CVG airport which is a 25-minute drive to/from the airport (Taxi fee is approximately \$54/one way; UberX ranges \$30-\$40).

### PROGRAM CONCLUSION/DEPARTURE

The DPS program concludes at 12:00 noon EDT on Thursday, June 23<sup>rd</sup>. Please do not schedule return flights until after 2:00 pm EDT to allow completion of the training and travel time to the airport (Please refer to the program schedule on the following page).

If you have any questions, feel free to e-mail me, Melissa Williamson, at [mwilliamson@carew.com](mailto:mwilliamson@carew.com). Again, we look forward to working with you at the Dimensions of Professional Selling training program.

Safe travels!

*Melissa Williamson*

Melissa Williamson  
Sales Catalyst  
Carew International

Program overview for [Dimensions of Professional Selling \(DPS\)](#)

**DPS AGENDA:**

<b>Tuesday 6-21-2022</b>	<b>Wednesday 6-22-2022</b>	<b>Thursday 6-23-2022</b>
8:00 am EDT Kick-Off	8:00 am EDT Start	8:00 am EDT Start
<p><b>Module 1</b> <i>Take the LEAD</i></p> <p><b>Module 2, Part I</b> <i>Invest in the Relationship</i></p>	<p><b>Module 4</b> <i>Find the Area of Opportunity</i></p> <p><b>Module 5</b> <i>Present with a Purpose</i></p>	<p><b>Module 8</b> <i>Assume the Responsibility</i></p> <p><b>Module 9</b> <i>Become the Only Choice</i></p>
<p>12:00 noon - 1:00 pm <b>Lunch</b></p>	<p>12:00 noon - 1:00 pm <b>Lunch</b></p>	<p>12:00 noon <b>Boxed Lunch DEPARTURES</b></p>
<p><b>Module 2, Part II</b> <i>Invest in the Relationship</i></p> <p><b>Module 3</b> <i>Get Organized</i></p>	<p><b>Module 6</b> <i>Make the Customer Part of the Solution</i></p> <p><b>Module 7</b> <i>Close for Results</i></p>	
<p>5:00 pm Conclusion of Day 1</p>	<p>5:00 pm Conclusion of Day 2</p>	<p>12:00 noon Conclusion of Program</p>