



From Conversations to Clients: Sales Process & Business Development Series

Wednesdays, May 20, 2026 - July 1, 2026 (6-weeks)

 11:00 am - 12:30 pm (90 minutes)

Inside the 6-Week Sales Intensive

- Mutual Value Mindset & Building Your Prospect Foundation
- Problem-Focused Selling & Inquiry Technique
- Strategic Opportunity Assessment & Go/No-Go Indicators
- Conversation Framework & Budget Conversations
- Strategic Outreach Planning & Pipeline Prioritization
- Implementation Wins, Lessons Learned & Advanced Strategies

Facilitator:

Dr. Drena Valentine, IMS Founder & CEO



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Spots Are Limited — Scan to Register

Registration opens:

April 15, 2026 and will remain open until capacity is reached.

