



FAA's Product/Service Council Presents:

# Supplier Members Education Seminars

Monday, May 8, 2017, 1-5 p.m.

Hyatt Regency Coconut Point Resort & Spa  
5001 Coconut Road, Bonita Springs, FL 34134

Registration for this two-part program is complimentary for all supplier members of FAA affiliates. A brief PSC business meeting will take place between the two sessions.

## Sales EQ Workshop

Interpersonal skills (responding to the emotions of others) and intrapersonal skills (managing one's own disruptive emotions) are essential to success in sales. Sales professionals who invest in developing and applying sales EQ — sales-specific emotional intelligence — gain a decisive competitive advantage in today's marketplace.



**Keith Lubner** is an adviser and mentor to several leading organizations on strategies, tactics, and programs to accelerate growth. He is considered a world-renowned expert in channels, sales, marketing, and leadership.

## Understanding Yourself and Others through DISC



DISCflex Assessments are a great way to get to know yourself and others. Attendees will learn about four quadrants of behavior — dominant, influencing, steady, and compliant. Learn how to communicate using behavior patterns. Learn how to recognize people's primary communication preferences and how to adjust yours to match theirs.

**Hellen Davis**, Indaba Global Coaching CEO and owner, is an executive officer and founder of Indaba Health and Wellness LLC, a management consulting, e-learning, and training corporation.

To register, visit <http://v.ht/PSC17>