



Michele Harris Moderates Panel: Selling Into The New Year: Prospecting for Gold Before the Mine Is Empty

NEW YORK (Dec. 15, 2003) – Smarti Solutions’ President, Michele Harris, will be leading an upcoming panel for the new York Software Industry Association (NYSIA) Sales and Marketing SIG: “Selling Into The New Year: Prospecting for Gold Before the Mine Is Empty.” To find prospects and turn them into customers, you need winning sales strategies. Find out proven methods to keep the sales pipeline full, maximize resources and turn valuable time into money. Learn the latest techniques for prospecting, cold calling, marketing presentations and resource management so you can close sales more effectively. Wednesday, January 7th, 8am-10am. For registration details, go to NYSIA Event Registration: www.nysia.org/regandmem/register.cfm?eventide=40