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# ESA TOP 5 GET-THE-CALL Webinar

## Accelerate Your Conversion Opportunities Now

Wednesday September 21 || 11:30 AM (EDT) || FREE\*

- ▶ Your clients' toughest objections ... **solved**.
- ▶ **Meeting ratio**: today's game-changer in sales math.
- ▶ Good vs Great: your new **pipeline redefined**.
- ▶ Predictive sales math that **fuels conversion**.
- ▶ **Connection factor** and winning habits of top performers.

**WHAT'S YOUR TOUGHEST OBJECTION TODAY?\*** Let ESA help you break through with bigger, better, more qualified sales calls.\*

ESA's **Top 5 BIG DIGs Webinar** will continue exploring huge revenue opportunities to accelerate your 2017 Growth Strategy. The focus for ESA's September webinar will be addressing **the front end of your sales cycle ...** using smart applicable strategies, key business intel, and ESA's ROI Method™.

Webinar information and registration: [ESACompany.com/top5-gtc](http://ESACompany.com/top5-gtc).

- \* Need help with impossible objections? **Send your best — or “worst” — to [Answers@ESARoi.com](mailto:Answers@ESARoi.com)** ... and we'll answer the Top 5 (and then some) during the webinar.
- \* This ESA webinar is **FREE** for media sales execs and managers.

## REGISTER NOW for ESA's TOP 5 Webinar

- ▶ **WEDNESDAY SEPTEMBER 21 @ 11:30 AM (EDT)**
- ▶ **MORE INFO** is available at [ESACompany.com/top5](http://ESACompany.com/top5)
- ▶ **PRICING: FREE**
- ▶ **QUESTIONS?** Ask Dave Eckstein: [Dave@ESARoi.com](mailto:Dave@ESARoi.com)
- ▶ **PLEASE NO RECORDING ...**  
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