



Sittig Incorporated now offers a full day workshop on Andrea Sittig-Rolf's new book *Business-to-Business Prospecting: Innovative Techniques to Get Your Foot in the Door with Any Prospect* (Aspatore Books, 2005)

Here's what people are saying about this compelling hands-on workshop:

"Andrea, I enjoyed that you were able to capture the room and have us all intrigued by what you had to offer." Megan Hinkley, New Business Development, Emerald City Moving & Storage, Seattle

"The B2B Prospecting workshop was a valuable use of my time because it brought to consciousness the fact that I need to primarily re-identify my current customer base and slowly adapt it to the ICP (Ideal Client Profile) philosophy. Having us do homework ahead of time helped to gain an understanding of your philosophies in advance so that we could relax and get right to the meat of it at the workshop. You created a good / safe environment for all to participate." Ron Hjertstedt, Project Manager, Interior Construction Services, Minneapolis

"I learned the use of many different ideas for getting someone's attention at the B2B Prospecting Workshop that I will continue to use in my daily prospecting activities." Tony Lavoie, Sales Manager, AIA, Norcross, GA

"Andrea, your enthusiasm for the techniques and your positive attitude was infectious. It was very interesting to learn what people now thought their ICP (Ideal Client Profile) was as opposed to prior to your training. You obviously have a ton of knowledge / success in B2B Prospecting. I think this helped get "buy-in" from the group. You are very outgoing and got your techniques across successfully. I enjoyed the experience. Thanks!" Chad Royer, Director of Operations, A&M Business Interiors, Minneapolis