

Primary Seminars & Coaching by Dave Romeo 2012 Seminar Schedule

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Date	1st Quarter
01/19/12	<i>The Psychology of Selling III: Overcoming Price Objections (14th Season Opener)</i>
01/26/12	<i>The Fine Art of Listening (All New!)</i>
02/02/12	<i>How to Create Iron-Clad Credibility</i>
02/09/12	<i>Mastering Personal and Professional Balance</i>
02/16/12	<i>Anyone Can Sell III: How to Close a Sale in 10 Minutes or Less!</i>
02/23/12	<i>Stop Procrastinating Now! (All New!)</i>
03/01/12	<i>Designing Your Destiny</i>
03/02/12*	<i>Sales Academy The Art of Selling: Getting to the Top! (5-part Series)*</i>
03/08/12	<i>Communication Excellence IV: How to Become Indispensable!</i>
03/15/12	<i>Survive and Thrive II: How to Create Automatic Money Machines</i>
03/22/12	<i>How to Make a Perfect First Impression</i>
03/29/12	<i>Learning from Loss (All New!)</i>

Date	2nd Quarter
04/12/12	<i>Networking and Marketing Mastery III: Turning Contacts into Contracts</i>
04/19/12	<i>Designing Your Destiny II: The Goal-Setting Gold Workshop</i>
04/26/12	<i>Anyone Can Sell IV: How to Make a <u>Killer</u> Sales Presentation</i>
05/03/12	<i>Mastering Your Self-Esteem and Your Destiny</i>
05/08/12	<i>Inspired Leadership IV: Delegation & Decision Making for Leaders (Leadership Academy Alumni Day) Day Change</i>
05/17/12	<i>Communication Excellence VI: Presentation Mastery</i>
06/07/12	<i>Proven Success Skills for Business Women: Creating Order from Chaos Forum (All New!)</i>
06/14/12	<i>Anyone Can Sell V: <u>Asking for and Getting</u> the Sale</i>
06/21/12	<i>The Profile of Dynamic Leadership (All New! Presented by Jim Barbush)</i>

Date	3rd Quarter
07/12/12	<i>The Fastest Way to Your First Million (All New! Presented by Myron Golden)</i>
07/19/12	<i>In Search of Legendary Customer Service (Customer Appreciation Day!)</i>
07/26/12	<i>Striving for Significance</i>
08/02/12	<i>Using Emotional Intelligence for Success in Business and Beyond (All New! Presented by Lisa Murray)</i>
08/09/12	<i>The Fine Art of Listening (All New!) (Dave's Birthday Bash!)</i>
08/16/12	<i>Nice Guys Finish First!</i>
08/23/12	<i>The Psychology of Selling IV: How to Capture 100% of Your Market (Sales Academy Alumni Day)</i>
08/30/12	<i>How to be a Hero at Work: Getting Credit for What You Do (All New! Presented by Tony Crocamo)</i>
09/13/12	<i>Inspired Leadership VI: Coaching and Mentoring Mastery</i>
09/20/12	<i>The Fine Art of Influence and Persuasion</i>
09/27/12	<i>Leaving a Tremendous Legacy (All New! Presented by Tracey Jones)</i>

Date	4th Quarter
10/02/12*	<i>Leadership Academy (5-part Series)</i>
10/05/12*	<i>Sales Academy The Art of Selling: Getting to the Top! (5-part Series)*</i>
10/11/12	<i>How to Reduce Stress and Increase Your Confidence</i>
10/18/12	<i>The Fine Art of Saying, "No!"</i>
10/25/12	<i>The Fine Art of Tact and Diplomacy</i>
11/01/12	<i>Communication Excellence V: Focus, Follow Up and Follow Through</i>
11/08/12	<i>Stop Procrastinating Now! (All New!)</i>
11/15/12	<i>Learning from Loss (All New!) (2012 Hall of Fame Awards)*</i>

Day	Host Site	Location
Thursday	The Eden Resort	Lancaster, PA
Thursday	Best Western Hotel	Middletown, PA
Thursday	Hampton Inn	York, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Friday	Central PA College	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Hampton Inn	York, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Best Western Hotel	Middletown, PA

Day	Host Site	Location
Thursday	Best Western Hotel	Middletown, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Tuesday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Hampton Inn	York, PA
Thursday	Best Western Hotel	Middletown, PA

Day	Host Site	Location
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Best Western Hotel	Middletown, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Hampton Inn	York, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Best Western Hotel	Middletown, PA

Day	Host Site	Location
Tuesday	Central PA College	Lancaster, PA
Friday	Harrisburg Regional Chamber	Harrisburg, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Hampton Inn	York, PA
Thursday	The Eden Resort	Lancaster, PA
Thursday	Best Western Hotel	Middletown, PA
Thursday	The Eden Resort	Lancaster, PA

All seminars run from 9:00 AM until 12:00 Noon.* For more information, go to www.DaveRomeo.com and www.primarystaffing.com or follow us on Facebook- Dave Romeo PA Coach

*Hall of Fame seminar runs from 8:30 AM until 12:00 Noon. (No FREE passes or Make ups for this event)

*Sales Academy runs on 5 consecutive Friday Mornings from 9:00-12 Noon *Leadership Academy runs on 5 consecutive Tuesday Mornings from 9:00-12 Noon

All seminars are presented by Dave Romeo unless otherwise specified. All seminars are 100% Satisfaction Guaranteed to Entertain, Enlighten and Inspire.