



## 3-PART MICRO-LEARNING SALES SESSION WITH ESSENT AND RIMBA

30 Minute Training Modules

Mike Stevens is excited to announce that he is hosting a sales training series with his Essential training team and the Rhode Island Mortgage Bankers Association (RIMBA).

Anyone that worked in sales will tell you that there is no substitute for face-to-face selling. However, with more and more individuals working remotely it is becoming increasingly difficult to establish that same connection. Please join me and Roger Ilsley (Essent Senior Trainer) for this 3-part micro-learning session to help you be more effective selling through social media, email and phone.

**All training modules will occur from 9:30 a.m. - 10:00 a.m. ET**

### LINKEDIN®: MAKE YOUR PROFILE SHINE

JUNE 23, 2020

**June 23 – LinkedIn®: Make Your Profile Shine** - It all starts with a great profile! We'll show you tips for updating key components of your profile to ensure you are tapping into the full networking power of this tool.

[Register Now →](#)

### HOW TO WRITE MORE EFFECTIVE EMAILS

JUNE 30, 2020

**June 30 – How To Write More Effective Emails** - Be strategic – think before you write. This short session will cover practical tips for asking key questions before writing an email. Discover how to achieve your desired outcome faster, with less effort, and with fewer emails. Learn the 5 Part PADD email writing model to motivate more readers to quickly respond to your emails.

[Register Now →](#)

### PHONE CALLS WITH A PURPOSE

JULY 7, 2020

**July 7 – Phone Calls With A Purpose** - Now more than ever it is critical to make the most out of a phone call with a customer. This session will cover tips for getting the customer to accept your call and incorporate new techniques to inspire customer engagement.

[Register Now →](#)

