

Coming up!

## BOOT CAMP

27-28 March 2006  
Indianapolis

### Training You To Successfully Sell:

*Filing Systems*  
*Electronic Medical Records*  
*RFID (Radio Frequency Identification)*

#### Monday - SEMCO PRODUCTS

Filing Folders, Filing Accessories, File Control Systems, & Storage Systems

This training will give you comprehensive knowledge of how to sell this product area in our evolving market. You'll be able to apply what you learn here to go out and confidently sell filing systems & products IMMEDIATELY.

#### Boot Camp Benefits:

**Confidence** to discuss filing system specifications.  
**Ability** to make suggestions to your potential customer.  
**Success** in closing the deal and earning new customers.

The Tuesday IBSA Boot Camp session will be devoted to 2 emerging technologies that IBSA is very excited about: Electronic Medical Records (EMR) and RFID (Radio Frequency Identification).

Click [HERE](#) to enlist today!

**Deadline for Registration: THIS FRIDAY, March 3rd!**

#### Wisco to Remain IBSA Suppliers

After further review by Wisco and Cenveo corporate management, Wisco has decided to remain as a supplier member of IBSA. Ron Pollock stated that Wisco is very pleased to remain a supplier to IBSA and looks forward to continued business growth and continuing Wisco's good relationship with IBSA and its Affiliates.

#### Stock Up on Inkless ID Samples!

Inkless ID marketing starts this week! Be sure to stock up on samples of the product to leave behind after sales calls.

Sample kits are \$1.75 each and can be purchased through IBSA. Please contact us at 866-704-6262 to order.

#### ENLISTMENT DETAILS

Monday, March 27 10 am to 5 pm  
Tuesday, March 28 8 am to 2:30 pm

Hyatt Hotel - downtown  
Indianapolis, IN

\$249 per person, includes lunch both days and beverages

Special Hyatt room rate of \$139 per night if you book through IBSA.

Call 1-866-704-6262 or click [here](#) for online enlistment.

## BOOT CAMP Supplier Info

To get more information on Semco Products, visit their website!

[www.semcoproducts.com](http://www.semcoproducts.com)

## Smart selling

25 Super Sales Secrets...  
We're intrigued already! Click to check out this Entrepreneur magazine feature.  
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Find out the plain and simple details from a website that gets straight to the point. From turbocharger engines to contact lenses to the finer points of making a sale, visit:  
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#### IBSA Affiliate News

Published every Tuesday. We welcome news from our Affiliates.  
Please submit news items, questions, or comments to: [holly\\_musgrave@ibsaonline.com](mailto:holly_musgrave@ibsaonline.com)