

AA-ISP

CHICAGO CHAPTER

What is AA-ISP?

Who we are:

A community made up of like-minded sales reps, managers, senior leaders, and Inside Sales organizations.

What we do:

Provide a centralized resource for a variety of Inside Sales related information through virtual and in-person resources.

Who should participate:

Anyone who is either in a **selling role, sales support role, sales managers & executive leaders, as well as C-level leaders** who are looking to increase sales performance and learn from a community of like-minded professionals.



What Membership Provides

KNOWLEDGE CENTER

1400+

DOWNLOADABLE
WHITE PAPERS
WEBINARS
BEST PRACTICES

MEMBER BENEFITS



WEEKLY WEBINARS
SALES TRAINING
ACCESS TO CHAPTER MEETINGS
LIVE CONFERENCES
ASK-AN-EXPERT FORUM
MENTOR PROGRAM
INDUSTRY SPECIFIC GROUPS

INTERNATIONAL COMMUNITY

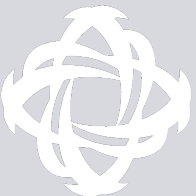


CHAPTERS AROUND
THE GLOBE FOR
STAYING CONNECTED

MEMBERS



OVER 16,000 MEMBERS
REPRESENTED BY
PROFESSIONALS FROM
ACROSS THE GLOBE

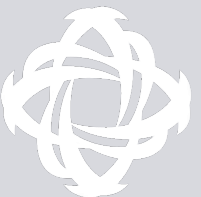
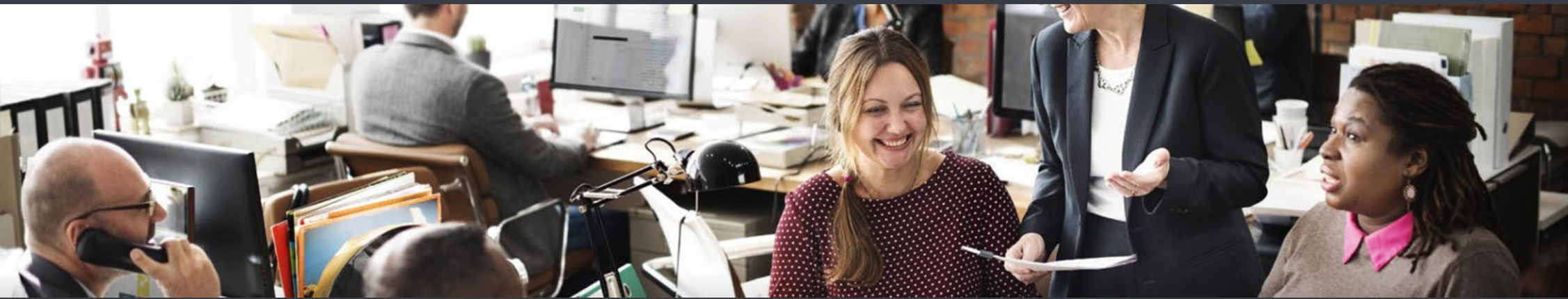


Joining the Community:

--Special pricing for Chapter Attendees: \$99
(regular price \$145)

Use Promo Code: Chapter99

--The Student Mentorship Program
**Detailed listed on the next slide*





The Student Membership Program

The AA-ISP (The Global Inside Sales Association) is committed to higher education institutions whose coursework and degree programs prepare young professionals to enter the world of sales upon their graduation. They are pleased to offer aspiring, career-minded college students the opportunity to learn, network and share through AA-ISP membership at **no cost!** Becoming an AA-ISP Professional Level member will better prepare a student for a successful career as a sales professional.



Students receive complete Professional Level Membership benefits including:

- Member Library - Access to an online library of articles, webinars, and white papers designed to help you learn and improve as a sales professional.
- Career Site - Access to an exclusive job board featuring employment opportunities posted by AA-ISP companies with current openings across the U.S.
- Connect with Our Community - The opportunity to participate in regional, in-person chapter meetings across the U.S.
- In addition, members have the opportunity to participate in virtual Chapters via Zoom and conference calls.
- Training Tuesdays - Participate in our association's member-only monthly educational forum.
- Networking - The opportunity to network with sales leaders, sales representatives, and student members through our member directory, special events, and conferences.
- Access to AA-ISP Conferences - Jump start your career as a new professional by participating in one of the association's sales conferences held at several major cities across the U.S.

To qualify for this special free student membership, you must be currently enrolled in an accredited university or higher educational institution. Please be sure to enter your school name in the "School" field and use your ".edu" email address (if you have one) during registration.

<https://www.aa-isp.org/scholastic-program>

2019 Events:

AA-ISP hosts in-person conferences and retreats geared towards advancing the skills of inside sales reps and leaders.

Chapter attendees are eligible for discounts for upcoming events using promo code: **Chapter100**

Contact info@aa-isp.org for additional information and promo details.



Join Us!

PONTE VERDA INN & CLUB



Feb. 4th - 6th ~ Ponte Vedra Beach, FL

QUAIL LODGE & GOLF CLUB



October 13th - 15th ~ Carmel, CA



"The Retreats are a rare opportunity to set aside time to work on vs. work in the business within a community of successful peers who freely give of their time and advice."

Brad Roderick -
EVP, CRO, TonerCycle/InkCycle
Four Time Participant



"I thought the learning was fantastic. The facilitators at were great and were able to get everyone in the workgroups to share good insights and learnings from their companies and experiences. I have never had an environment where so much great sharing could take place."

David Kreiger
President, SalesRoads
First Time Participant

Leadership Summit 2020



- April 14th – 16th , 2020 | Chicago, IL
- Bring Your Sales Leadership Team
- 850+ fellow Leaders
- 75+ Sessions focusing on improving performance
- Annual After Party!
- Technology Expo filled with the latest technologies & services advancing our profession!

**Register by 12/20
and get your full
pass + pre-event
workshop for
\$995!**



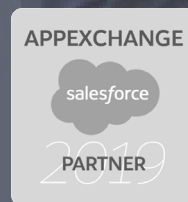


sphera

Motivate What Matters: Behaviors that Drive Results



Gamification and
Sales Performance
Management



4.9



4.4



Performance Management is What We Do



COMPANY

Performance Mgmt Software
Making People Better
Growing + Profitable
Native Salesforce Solution



PEOPLE

Dedicated Customer Experts
Developing Your Managers
Growing Your Teams
Long-Term Partnership



PRODUCT

Data-Driven Coaching
Structured Onboarding
Gamification + Leaderboards
Personalized Scorecards

We Genuinely Care About Making Your People Better

Ashley Ball, Director of Customer Success

- Career Path to LevelEleven
- CSM Team at LevelEleven
- Passionate about Success
- Advice to my younger self





#Girls Club

LAUREN BAILEY

Founder & President

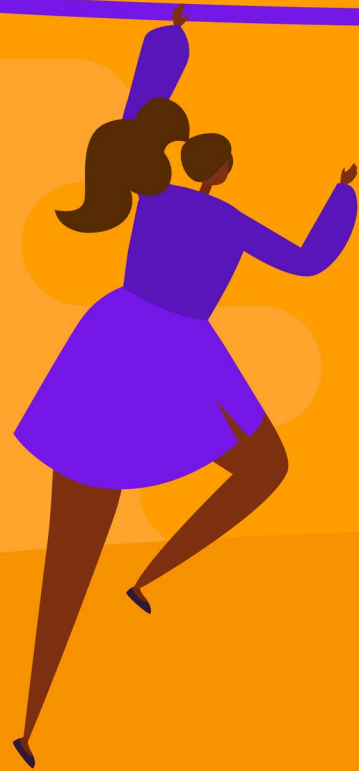




100%



60%



BASED ON HP STUDY



A Tap Goes
A Long
Way



WHERE CAN WE GO TOGETHER?



www.WeAreGirlsClub.com



CONFIDENCE.

December 5th, 2019 | 12:30 PM EDT

Building Self Confidence In Sales (And Life)

Our Panelists



Alicia Berruti

National Speaker,
BombBomb



Jamie Crosbie

Founder & CEO
ProActivate



Jaime Diglio

President & People Officer
SomethingNew



Jennifer Manning

Leadership & Executive Coach
Jennifer Manning LLC

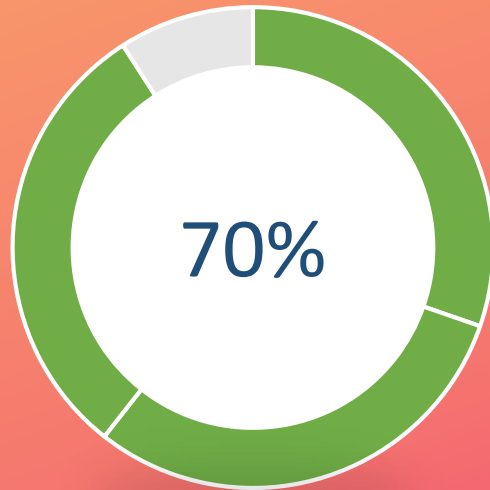
Brought To You By





WHERE DID WE END UP?

% Reps Promoted to Manager

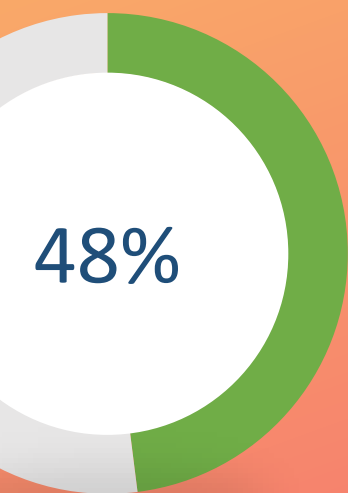


Would Recommend to a Friend

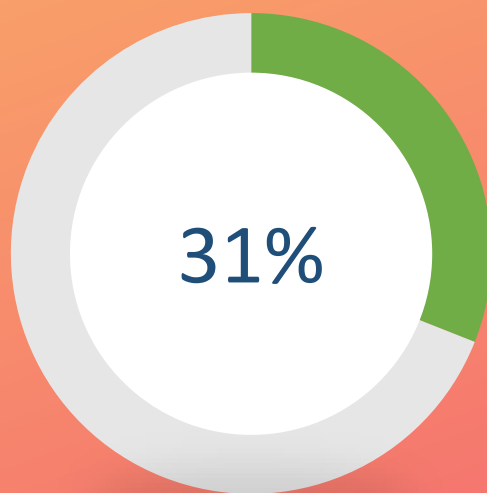




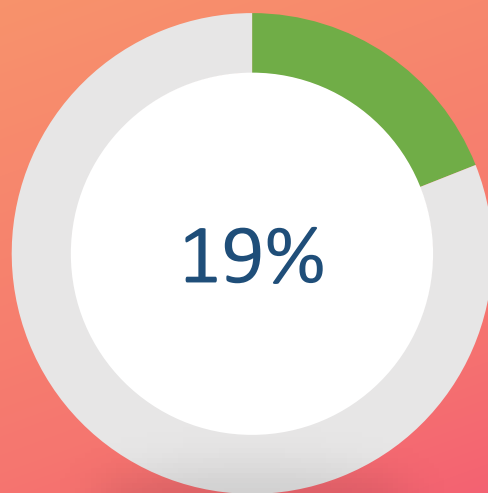
41% of G1 NEVER APPLIED FOR PROMOTION



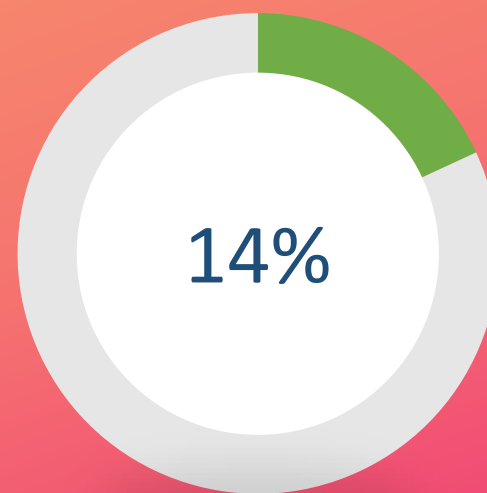
Lack of openings at my company



Feeling there is more to master in current role before I'm ready to move up



Not sure I want to manager more responsibility



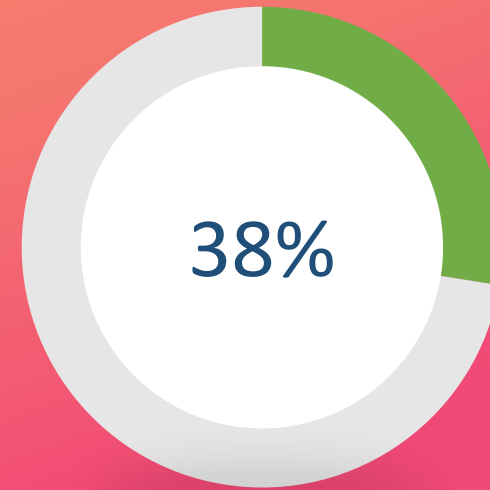
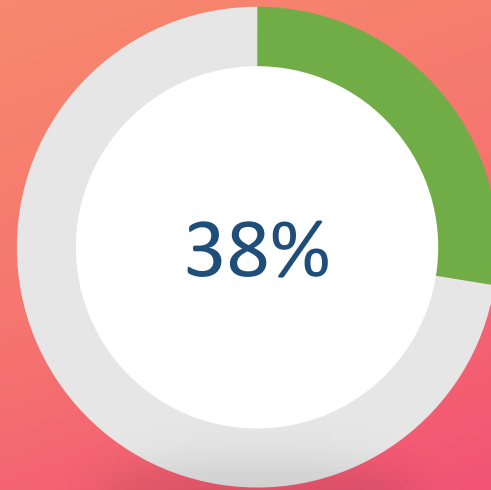
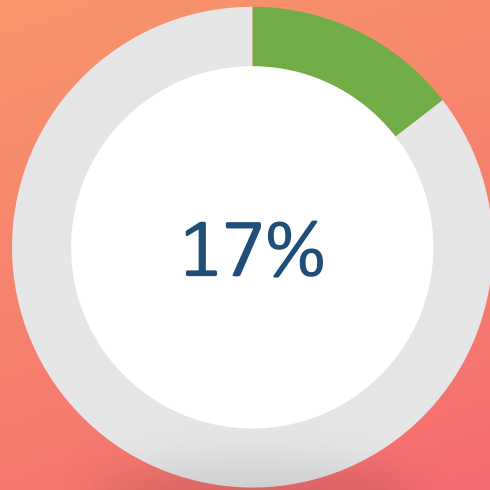
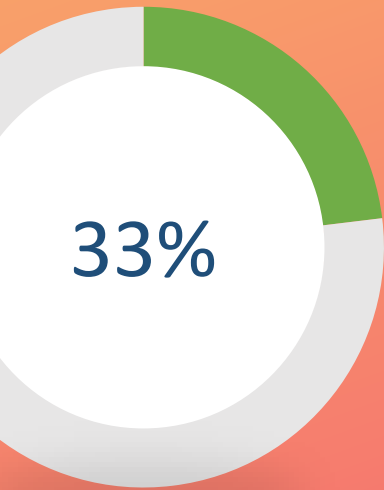
Feeling unprepared for the role due to a lack of skills, knowledge, or experience



WHY DON'T WE ASK FOR HELP WITH DEVELOPMENT?

Proteges

Mentors



Are uncomfortable promoting themselves

Are uncomfortable asking for managements time

Are uncomfortable promoting themselves

Are uncomfortable asking for funding



BRAVE



Authenticity requires a certain measure of vulnerability, transparency, and integrity

JANET LOUISE STEPENSON



Apply to WIN #GirlsClub Sales Management Training from CHORUS



Program Run Time

6 month program (virtual)

Start Date

January 15th, 2020. June event to conclude program completion!
#RiseUp

Qualification

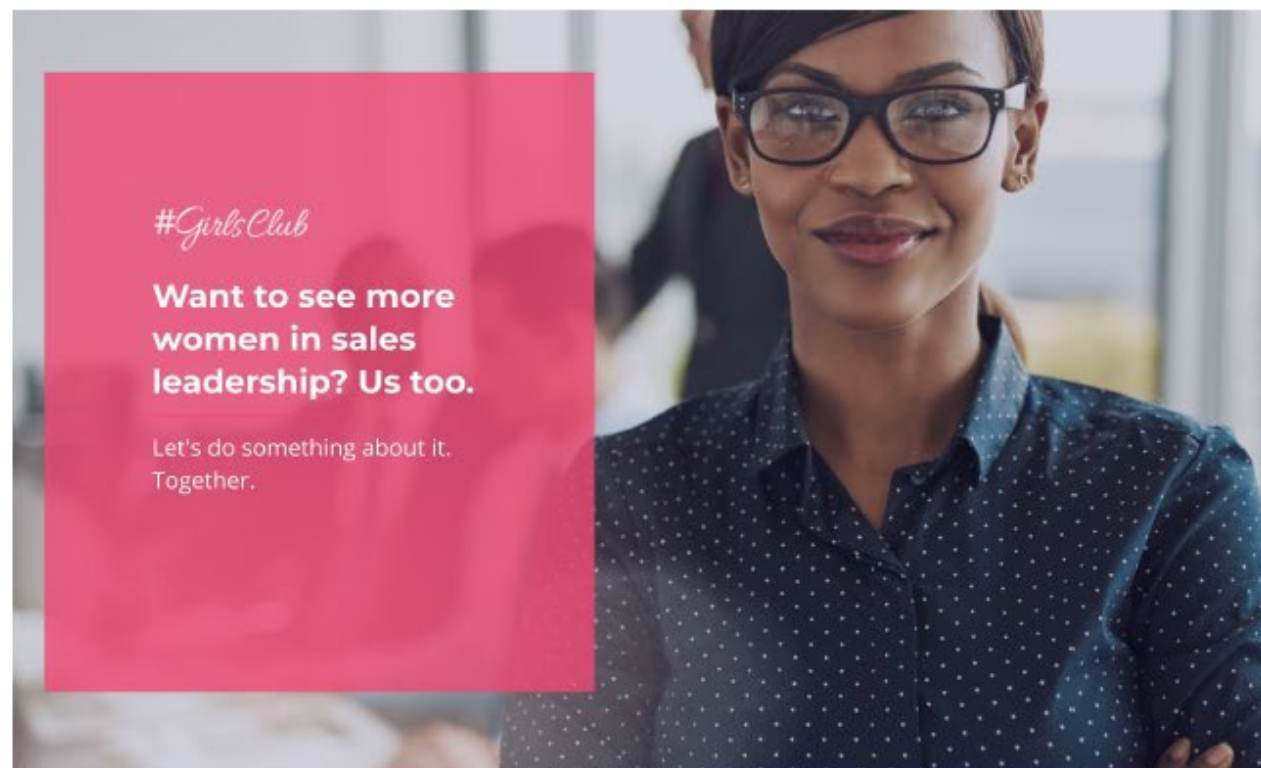
Strong desire to learn the skills to become sales managers and leaders

Benefits

Full access to the program, 1:1 coaching with a mentor

Time Commitment

6 Months, 4-5 hours/week



Multiple Scholarship Spots Available!

APPLY TODAY AT:
womeninsales.com/apply

AA-ISP Chicago Chapter

Women in Sales



SPECIAL GUEST
LAUREN BAILEY

Founder
Factor 8 | #GirlsClub



HOST
TIFFANY MCCONNELL

Director of Marketing (Officer)
HUB International



ERIN METROFF

Director of Inside Sales,
Milton Mifflin Harcourt



LINDSAY JENKINS

Sr. Manager of Inside Sales,
LinkedIn



JESSICA NELSON

Manager- Sales Development
Sphera Solutions



MEGAN WILLIAMSON

Account Director



ALEX LIZEN

GRC Solutions Coordinator
LogicGate



Panel Discussion – Part 1

- . How is hiring more women in sales beneficial to an organization?
- . Tips for Women in Sales: Ready to change the Sales game.
- . How to attract and attain female leadership in Sales.





Panel Discussion – Part 2

- . Why did you get into Sales?
- . Regarding your path, walk us through personal positives and negatives.
- . How does presenting yourself differently lead to success?





Panel Discussion – Part 2

- . Leaders: What do you do differently to attract more females to sales roles?
- . What stands out to you when reviewing a sales opportunity with an organization?
- . Give your best piece of advice.





Thank you!