



Welcome to the Local Chapter Roundtable

Of

The Association of Inside Sales Professionals

Agenda

- About AA-ISP
- Introduction Round
- Speaker Sessions
- Networking session with Evening Snacks

AA-ISP Mission



- **Advancement of Inside Sales Professionals**
- Development for Individuals, Teams & Organizations
- Unite Inside Sales Community

AA-ISP People & Chapters



Network of 12000+ members and 4500 companies



AA-ISP Association Benefits

Seek Career/ Business Guidance

- Ask an Expert, 1:1 Mentor

Access to Valuable Content

- Industry Research, White Papers, Best Practices, Video Contents, Global/ APAC Webinars

Hone your Skills

- Certifications, Courses, Trainings

Participate in Events

- Conferences, Summits, Local Chapter Events, Retreats, Global Awards

Network

- Service Providers & Members Access, Wider Inside Sales Community Outreach

World of Inside Sales Education and Contents

Popular Categories

- Sales Tips (160)
- Sales Tools (109)
- Phone Sales (101)
- Leadership (97)
- Sales Process (93)
- Metrics (81)
- Sales Training (70)
- Frontline Reps (68)
- Prospecting (62)
- Sales Research (62)

(Show More Categories)

View by Type

- Ask an Expert (450)
- White Papers (184)
- Webinars (181)
- Best Practices (98)

Actions

- Submit a White Paper
- Submit a Best Practice



[The Definitive Guide to Sales Enablement](#)

Author: Highspot, Inc.
Posted: 06/20/16



[How to Use Data to Jump-Start Your Sales Conversations](#)

Author: Jeff Schmidt, SVP Global Sale...
Posted: 05/19/16



[Optimize 1:1s for Success](#)

Author: Jim Eberlin, Founder & CEO, T...
Posted: 04/26/16



[Finding Your Next All-Star Sales Rep](#)

Author: Sales Result Inc.
Posted: 04/11/16



[10 Reasons You Fail to Hire Salespeople](#)

Author: Dan Fantasia, President, Tree...
Posted: 02/29/16



[The New Interaction Analytics](#)

Author: Chris Hodges, Senior VP, Sale...
Posted: 12/21/15



[How to Build a Powerful Sales Compensation Plan](#)

Author: William Tyree, CMO, RingDNA
Posted: 12/07/15



[How to Tell if Your VP of Sales is a Top Performer...](#)

Author: Sales Result Inc.
Posted: 05/25/16



[5 Ways to Automate the Cold Call Process](#)

Author: VanillaSoft
Posted: 05/06/16



[Cube of the Future: New Research](#)

Author: AA-ISP
Posted: 04/19/16



[InsideSales.com Business Growth Index - BGI Report](#)

Author: InsideSales.com
Posted: 03/31/16



[Sales Enablement-The Most Important Role in your Business](#)

Author: Ken Schmitt, President, Turnin...
Posted: 02/01/16



[Take a seat: on the evolving role of the Sales Development...](#)

Author: Steven Broudy, Head of Accou...
Posted: 12/14/15



[6 Advantages of Custom Analytical Models](#)

Author: Thomas Miller, VP of Analytics...
Posted: 11/30/15



[Turn Service Reps into Bench Strength for Your Inside...](#)

Author: Ed Shineman, co-founder Sai...
Posted: 05/31/16



[Five Reasons You're Losing to a Competitor](#)

Author: Sales Result Inc.
Posted: 03/22/16



[Get Better Leads](#)

Author: Elisa Ciarametaro, Principal, ...
Posted: 03/20/16



[Account Planning Best Practices](#)

Author: Chris Strandin, Business Dev...
Posted: 12/07/15



[A Look Inside the Recent FCC TCPA Declaration - and...](#)

Author: Karl Koster, IP & Compliance ...
Posted: 10/23/15



[The Importance of Call Scripts](#)

Author: Ryan Strandin, Business Dev...
Posted: 08/31/15



[How to Sit in on a Funnel Review](#)

Author: Ron Strandin, Sales Result Inc
Posted: 07/13/15



[Keeping it R.E.A.L. when using Scripts](#)

Author: Tyrel Rice, Inside Sales Mana...
Posted: 06/21/15



[Finding Leads at Events & Conferences](#)

Author: Steve Richard, Co-Founder, V...
Posted: 04/17/15



[Enterprise Sales: 5 Best Practices to Convert Leads](#)

Author: Eric Babron, VP Business De...



["Stupid Pet Tricks" for Sales Pros - 8 Language Tips...](#)

Author: Dan Seidman, CEO, GOT INF...
Posted: 05/02/16



[CRM for CEOs: Are you looking at the right data?](#)

Author: Sales Result Inc.
Posted: 03/22/16



[Focused Outreach Outbound Prospecting](#)

Author: Elisa Ciarametaro, Principal, ...
Posted: 02/01/16



[Building the Right Team to Scale a Startup](#)

Author: Dan Weinfurter, Chief Executi...
Posted: 11/23/15



[Getting to BANT: What Questions To Ask](#)

Author: Ryan Strandin, Business Dev...
Posted: 09/14/15



[CEO: Sales as an Art... Sales as a Process](#)

Author: Ron Strandin, Sales Result Inc
Posted: 07/13/15



[Sales Messaging Strategy - Customer Service](#)

Author: Chris Strandin, Business Dev...
Posted: 07/13/15



[Outbound Prospecting: How to Increase Sales Meetings by 620%](#)

Author: Richard Shouldis, Sales Deve...
Posted: 05/07/15



[5 Tips to Improve Your Prospect Engagement](#)

Author: Conrad Bayer, CEO - Tellwise
Posted: 04/07/15



[Sales Messaging](#)

Author: Ryan Strandin, Sales Result L...



Knowledge Sharing + Networking (India/ Asia Events)



PLUS

Lots of Upcoming International Events



📍 Chicago, IL | April 18th - 20th

Conference Countdown

60

DAYS

11

HOURS

23

MINUTES

02

SECONDS



INSIDE SALES
WORLD

— 2017 —

The Premier International Conference for **Inside Sales** Leaders

14th NOVEMBER, 2017 | DUBLIN, IRELAND



UNITE

— 2017 —

Our Community UNITES

Orlando, FL | October 4th - 5th

Certifications and Accreditations

CISP®: Certified Inside Sales Professional

AIM®: Accredited Inside Sales Manager

PDDS®: Professional Diploma in Digital Sales

ISOI™: Inside Sales Organizational Index

Participate...

- **Volunteer**
 - Become a Chapter Officer
 - Be an Expert Panelist
 - Be a Mentor
 - Share and Learn - Speak on a Inside Sales topic
 - Submit Articles / Best Practices / SPD Comment
- **Corporate**
 - Marketing/ Sales Opportunities
 - Showcase your Products / Best Practices
- **Attend Events**
 - Frontline Series
 - Leadership Summits
 - Executive Retreats
 - Global Inside Sales Summits and Gatherings

Annual Membership Options

	Associate	Professional	Corporate
Exclusive Job Listings	✓	✓	✓
Newsletter & Updates	✓	✓	✓
Communicate w/ Members	✓	✓	✓
Exclusive Events & Webinars	✓	✓	✓
Attend Local Chapter Meetings	✓	✓	✓
Ask-an-Expert	✓	✓	✓
Service Provider Directory	✓	✓	✓
AA-ISP Accreditation	✓	✓	✓
Download & Access White Papers		✓	✓
Download & Submit Best Practices		✓	✓
Consult with Expert Panel		✓	✓
Discounts on Inside Sales Jobs Postings		✓	✓
Post Events & Activities		✓	✓
Promo Event Rates		✓	✓
Eligible for AA-ISP Leadership		✓	✓
Annual Membership Dues	\$25.00	\$145.00	SMB & Enterprise Rates

Stay Involved



AA-ISP