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## **ALTA's Land Title Institute releases Summer seminars**

June 18, 2008 - Front Section

You are focused on generating new sales in this challenging market and ALTA's Land Title Institute is here to help! These seminars are a great value - Educate your whole staff, generate new ideas and sales leads for less than \$200 per seminar.

Host a luncheon for your customers, building tenants, or even members of a local club, and make the seminar the focus of your outreach.

These topics appeal to all business people!

No travel required!

Great topics!

Great ideas!

Increased sales and motivation!

As an added bonus, LTI is offering a seminar focusing on keeping your top sales talent. Once you identify your productive talent, you have to work on keeping them, because the competition is always ready to lure them away. Go to [www.alta.org](http://www.alta.org) for more details and to register!

### Seminar Dates & Topics:

June 24th - How to Sell When Nobody's Buying

July 9th - Surviving & Thriving in the Economic Slow Down - Strategies and Tactics for Building Business Relationships that Close Sales

July 18th -Love 'Em or Lose 'Em: The Manager's Role in Engaging and Retaining Talent

July 30th - The Alpha Factor - The Secret to Creating Self-Sustaining Growth and Greater Customer Loyalty Even in Bad Economic Times

August 2nd - NO: The Only System of Negotiation You Need For Work and Home

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