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CALL FOR PRESENTERS- 2021 Fall Convention

Dates: October 11-13, 2021

Location: Wild Dunes Resort at Isle of Palms

Due date for this form: EXTENDED to August 6

Thank you for your interest in presenting at the SCALA Fall Conference. Please email this form to SCALA@scassistedliving.org or fax to 803-753-9296. We appreciate your submissions and will be in contact soon!

Please submit brief bio along with this application. Please fill out form completely to be considered.

We are ***OPEN FOR ALL PRESENTATION TOPICS*** at this time.

These are the suggested topics or related sessions that were requested or suggested:

Conference Session Suggestions:

- ◆ Employee retention & engagement
- ◆ Litigation
- ◆ Regulation updates
- ◆ Challenging financial budgets
- ◆ Team Dynamics
- ◆ Rebuilding Census in AL
- ◆ Thriving in a Crisis
- ◆ Self Care: Balance & Well Being

Sales Track Proposed Topics:

- ◆ The Power of Closing with Three Words
- ◆ Handling Objections with a Smile
- ◆ Appropriately Understanding Your Buyer and Your Product
- ◆ Common Buyer Objections
- ◆ Social Selling and How Do I Do It?
- ◆ Leveraging Your Entire Team
- ◆ All of Your Content Is Critical
- ◆ What Does Your Buyer's Journey Feel Like
- ◆ Practical Solution Selling
- ◆ Breaking Your Sale Into Small Chunks

CALL FOR PRESENTERS- **2021 Fall Convention** *(continued)*

1. Proposed Session Title/Topic _____

2. Description _____

3. Length of Session you prefer: _____ 1 hr _____ 1.5 hrs

4. Presentation Day Preference (if any) _____

5. Type of Presentation (lecture, panel, interactive, round table) _____

6. Media or A/V needed _____

7. Requested fee or concessions for presentation _____

8. Learning objectives : _____

1. PRESENTER INFO:

Presenter Name _____

Employer _____

Title or Position _____

Contact Phone (_____) _____ Email _____

Current Responsibilities: _____

CALL FOR PRESENTERS- 2021 Fall Convention *(continued)*

Academic Information:

Institution _____

Degree _____ Major _____

Year of Graduation _____

Qualifying Experience: _____

2. PRESENTER INFO:

Presenter Name _____

Employer _____

Title or Position _____

Contact Phone (_____) _____ Email _____

Current Responsibilities: _____

Additional Presenters if any _____

Academic Information:

Institution _____

Degree _____ Major _____

Year of Graduation _____

Qualifying Experience: _____

(If other presenters, please submit info on another form)