

Hyster Sales Coordinator Conference Registration Site is Now Open...

**All Dealer Sales Coordinators are invited
to attend the Hyster Sales Coordinator
Conference in Greenville, NC.**

Dates: Monday through Wednesday July 18-20, 2011

All sessions are specifically designed with the Sales Coordinator in mind – from pricing bundles and packages and order entry, to training on the new dealer web portal. Not only is there detailed training but also an invaluable interaction with other Sales Coordinators. It will be a win-win event for everyone.

Conference Registration:

Attendees must register for this seminar using our on-line registration.

Registration closes 7/8/2011

When you register participants from your dealership for the July Sales Coordinator Conference you will receive a confirmation email for the meeting registration only. The registration deadline for this event is June 30, 2011.

For cancellation or registration change requests, please contact Emily Parker at emily.parker@nmhq.com.

Hotel Accommodations:

Attendees must make their own hotel accommodation reservations using the contact information provided below. Attendees are responsible for all hotel and travel plans, reservations and expenses.

Hilton Greenville

207 SW Greenville Blvd, Greenville, North Carolina, US 27834-6907

Tel: 1-252-355-5000, Fax: 1-252-355-5099

Group Name: *HAD*

Hotel Rate: **\$104.00 per night**



Hotel Web Site: http://www1.hilton.com/en_US/hi/hotel/PGVNCHF-Hilton-Greenville-North-Carolina/index.do

Maps: Adjacent to the Greenville Convention Center. Centrally located in Greenville NC on Greenville Blvd Hwy 264 Alternate; Greenville's main commercial thoroughfare.

http://www1.hilton.com/en_US/hi/hotel/PGVNCHF-Hilton-Greenville-North-Carolina/directions.do#localmap

Target Audience: All Hyster Sales Coordinators are invited to attend.

Conference Purpose: The conference will provide detailed training and interaction with other Dealer Sales Coordinators.

Location: The Hilton Greenville hotel and conference center, Greenville, NC.

Dealer Costs: Transportation to and from Greenville and all hotel accommodation expenses.

Provided: Food and drink will be provided during the meeting along with all meeting materials.

Dress: Business Casual.

How to Register: Dealer personnel should register for the meeting on-line then contact the hotel directly to book hotel accommodations.





Arrival / Departure

The conference will **begin at 3:00 PM** on Monday, July 18 with check in at the conference registration table between 2:00 – 3:00 PM.

The conference will **conclude at 12:00 PM** on Wednesday, July 20.

Box lunches will be provided on Wednesday for attendees to either “take-out” or “eat-in”.

Conference Agenda (Subject to change)

Monday 7/18/2011 *(Please arrive before 3:00 PM)*

2:00-3:00 PM	Conference Registration at Hilton
3:00-4:00 PM	Opening Comments, Agenda Review, Introductions
4:00-5:00 PM	Dealer Audits, Packages and Bundles
5:00-5:30 PM	Special Pricing Requests
5:30-6:30 PM	Open
6:30-8:00 PM	Welcome Dinner Buffet at Hilton

Tuesday 7/19/2011

6:30-7:30 AM	Group Breakfast at Hilton
7:45-8:45 AM	Group transportation to Greenville Manufacturing facility for tour
8:45-10:45 AM	Tour of Greenville Plant
10:45-11:30 AM	Group Transportation to Americas building
11:30-12:00 PM	Applications Engineering
12:00-1:00 PM	Lunch
1:00-1:30 PM	Dealer Business Systems

Tuesday *(Continued)*

1:30-3:00 PM	Order Management (Product Supply)
3:00-3:30 PM	Business Break
3:30-4:45 PM	Order Management cont'd
4:45-5:30 PM	Group transportation to Hilton
5:30-6:30 PM	Open
6:30-8:00 PM	Group Dinner at Hilton

Wednesday 7/20/2011

7:00-8:00 AM	Group Breakfast at Hilton
8:00-8:30 AM	National Accounts
8:30-9:00 AM	Logistics
9:00-9:30 AM	Shipped Not Invoiced
9:30-10:00 AM	Pricing/Warranty/Lost Sales Data
10:00-10:30 AM	Business Break
10:30-11:00 AM	Website – New Dealer Portal
11:00-11:30 AM	Q&A
11:30-12:00 PM	Wrap up
12:00-1:00 PM	Boxed lunches “eat-in” or “to-go”

Upon completion of this course, each Sales Administrator will be able to:

- Demonstrate improved customer service within dealership.
- Increase order accuracy and efficiency.
- Understand and communicate at an enhanced level between supplier and sales force / end customer.
- Become a ready resource for your sales force.

Greenville Plant Tour

Conference guests will participate in a tour of the Greenville manufacturing facility on Tuesday morning. The highlight of the plant visit for many will be the opportunity to observe the new state-of-the-art, AGV-driven NexGen assembly line.

