

# Welcome

AA-ISP Orange County Chapter  
Q2 Meeting

4 Proven Ways to Increase your Revenue

AA-ISP OC Chapter President



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# AA-ISP OC Chapter Officers



Dionne Mischler  
Founder, Inside Sales  
by Design



Amyra Rand, VP Sales  
Kareo



John Reese,  
SVP Marketing, Mavenlink



Charlie Teed,  
VP Sales Mavenlink



Melissa Wong,  
Customer Relationship  
Supervisor Kapco



Alice Zanforlin,  
Superstar

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# Q2 Chapter Revenue Boosters

## 5 Proven Ways to Increase Revenue



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# Upcoming AA-ISP Meetings

Visit [www.aa-isp.org](http://www.aa-isp.org) for more information and to register!

Frontline Series – June 10 - Denver

Training Tuesdays – 2<sup>nd</sup> Tuesdays of the Month

Frontline Fridays – 3<sup>rd</sup> Fridays of the Month

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Next [OC Chapter](#) Meetings:

**Wednesday, June 3**

Topic: Converting your Customer Service Call Center into a Profit Center

**Thursday, August 13th**

Topic: Talent Development

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# Upcoming Meetings in OC

**Wednesday, May 20**

[Sales Leadership Alliance](#) – Delivering Effective Presentations

Fia Fasbiner, Sagatica

**Wednesday, June 17**

[Sales Leadership Alliance](#) – Harness the Power of an Inside Sales Team

Dionne Mischler, Inside Sales by Design

**Thursday, June 18<sup>th</sup>**

[OC HUG](#) - Inbound Sales and the HubSpot CRM

Dan Sally

**Ongoing**

[Microsoft Store](#)

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INSIGHTS &  
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# About the AA-ISP

The [AA-ISP](#) is the only association of its kind dedicated to the advancement of individual reps, managers, senior leaders, and inside sales organizations.

Here are some key reasons why every inside sales rep, leader or company with an inside channel should become a member:

- Provides a **centralized, trusted resource** for a variety of useful inside sales related information
- Opportunity to **participate in** member conferences, workshops, and webinars
- **Member only access** to an ever growing library of White Papers and Best Practices
- Opportunity to **interact and network** with members from a **variety of industries and inside sales models**
- CISP Accreditation

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# Top 10 Reasons to attend an AA-ISP OC Chapter Meeting

1. Free alcohol
2. Free food
3. Excellent venue
4. World class content
5. You'll learn something you can actually use
6. Award winning Chapter team - Twice
7. Surround yourself with high quality professionals
8. Be around folks who know Inside Sales and Telemarketing ARE different
9. Stay current on Inside Sales trends and best practices
10. You are not alone - Find suppliers and solutions to your problems

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# Thank you!

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