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for a Virtual Presentation

**Monday, March 8th
at Noon**

LEAN ON ME: IMPROVING THE SPECIFIER AND PRODUCT REP RELATIONSHIP AND RESULTS

Program Summary

This session will explore the challenges for both Specifiers and Products reps in getting the job done – correctly, completely and efficiently. We will look at both perspectives and ways in which we can improve. The session will also cover problems with manufacturer's specifications.

Upon completion of this session, participants will be able to:

Describe common challenges and possible solutions for improving the relationship between the specifier and the manufacturer's representative.

Understand and recognize the responsibilities of a specifier both to their employer, to the project and to the contract and how that affects the relationship with the Rep.

Identify which roles of the product rep are most important to this relationship.

Demonstrate best practices for communication, timing of the exchange information and type/quality of information needed for the best possible outcomes.

Identify and discuss common problems with manufacturer's specifications and how we can improve those issues.

*They call her the **#CSIKraken**. Connect with her on LinkedIn or you can follow her on Twitter **@CheriseLakeside**.*