

WorldWide ERC Webinar Responses

Hi Richard,

Your webinar for our exhibitors was such a hit last October that we'd like to offer it again for our May conference. I'd like to look at some dates in April and see what you have available. This time we want to make sure we've included the option to record it (at our additional expense) and make it available to people who can't participate the day of the event.

Thanks so much! Cici Thompson Worldwide ERC®

Ms. Thompson,

Richard Erschik's Tips n Tricks webinar yesterday afternoon was absolutely great.

After viewing his webinar presentation, I feel totally confident that we will use this webinar information to re-tool our trade show exhibitor focus ... to ultimately accomplish our objectives.

I highly recommend Richard Erschik for future ERC webinar presentations.

David M. Rush
Regional Manager - U-Haul Corporate Accounts

Hello Mr. Erschik:

I just finished your webinar for the upcoming Worldwide ERC symposium in Seattle.

Although I have been to some trade shows, I got some good ideas from your talk! You are right, that there is no formal training for trade show exhibiting, you learn in the field.

I liked your comment about not blocking the booth with your table. I really liked your idea about using open ended introductions to get a prospect talking!

I feel more jazzed about going to this trade show and will also be looking at my database of prospects to send out invitations to the booth.

Please send me the examples you mentioned.

Thank you,

Sonja Bodge
International Sales