

2020 Tell It Like It Is Thursday® July

Act Like You Belong... My 2020 Toolkit!

WELD is excited to share its 2020 Webinar Series, **Tell It Like It Is Thursday®**. As we start our WELD webinar programming for the new year, let's take a moment to remember where we've been:

- 2017 was the year about YOU and making it your year...
- 2018 was Your Voice, Own it, Use it and Share it...
- 2019 was Move Up and now...

2020 is Act Like You Belong! We are taking care of business every day, taking care of business every way and, you've been taking care of business for so long . . . it's now all YOURS to Act Like You Belong!



Shannon Gregg

July 23, 2020
Thursday

12:00pm-1:00pm EST
11:00am-12:00pm CST

- Registration Fees -

Member:

\$25

Non-Member:

\$50

*No refunds or credits
after 7/16/2020*

*For sponsorship opportunities,
contact Deepa Kellar-
dkellar@weldoh.org*

Register at:
www.weldusa.org

When women lead, our economy, companies and communities thrive.

Change Management, even for the Change-Averse

2020 has introduced more personal and professional changes than most have seen in their working careers. How can you embrace change, and even lead change, in your life?

Join WELD as we welcome **Shannon Gregg, President, Cloud Adoption Solutions, and Certified Speaker and Sales Expert** for July's Tell It Like It Is Thursday® webinar.

This session explains Change Management Theory and how to apply this academic approach in humanistic, approachable, and fun ways. Attendees will leave with a plan to catalyze change for the future.

Registration closes at midnight on July 19th! Late fees apply after registration closes. Please contact Danielle Callaghan at dcallaghan@weldoh.org for questions.



About Our Speakers...



Shannon Gregg

President, Cloud Adoption Solutions
Certified Speaker and Sales Expert

Shannon J. Gregg



Shannon J. Gregg, MBA, is an aficionado of sales technology to increase efficiency in the sales process, and an early adopter and adoption influencer for sales technology systems, particularly Salesforce.com and technology that integrates with the Salesforce platform. Shannon is known as a change agent, particularly in M&A environments (VC/PE), with successful track record of integrating process, product/service pricing and pricing methodologies, and notably, global teams, with cultural sensitivity.

Having stood up three sales operations teams in technology firms, Shannon is no stranger to the needs of a growing company to identify efficient and effective sales process in order to drive revenue as quickly as possible. She's hyper focused on improving sales productivity and optimization and is known for her ability to hone in on areas to improve with a lean approach, and her charismatic candor.

Shannon's the president of [Cloud Adoption Solutions](#), a sales process and Salesforce.com consulting practice, and she also provides keynote talks, consulting and workshops on sales productivity. Her popular book, "It's About Time," is [available now](#), and is being used by sales teams across the country to refocus on what's really important to drive revenue and results.

Shannon delights sales teams, sales management, and executive sponsors with her ability to improve sales to drive results. She earned her BA from the University of Pittsburgh, her MBA from Point Park University, and is currently a PhD student in Community Engagement. She also competes on a jazz dance team for moms.

*"I love to help individuals and groups exceed their expectations and actualize their sales goals...
by working smarter."*

WELD's mission is to develop and advance women's leadership to strengthen the economic prosperity of the communities it serves. A national 501(c)(3) organization, WELD builds programs, events and a community to support the leadership development of women and drive business growth.