

# THE FOUR PERSONALITY TYPES

## CFDD Phoenix Invites You to Working & Negotiating with the Four Personality Types

- Most people only speak “their language” but there are actually four distinct customer collection languages
- How to speak the language of your clients to increase sales and your success in collections
- How to improve your odds at collecting by mastering how to close each personality type

Chuck has built a company from startup to over 28 million dollars by using this one technique. Stop doing things “your way” and take full advantage of this opportunity to communicate with everyone you meet

Chuck Bongiovanni is the Founder and President of a very successful business for over 25 years and grew the business to more than 153 office locations nationwide providing a superior and unique customer experience. Chuck is responsible for the company’s strategic vision, leadership and continued national expansion. Chuck holds a Bachelor of Science degree in Psychology, A Master’s degree in Administrative Social Work and an MBA in Marketing.

---

WORKING WITH  
•  
NEGOTIATING  
WITH

---

## Tuesday

November 13, 2018

11:30 a.m.

### University Club

39 E Monte Vista Rd  
Phoenix, AZ

### CFDD Members

\$35.00

Non-Members \$45.00

**RSVP** no later than 48 hours prior  
[evfromaz@gmail.com](mailto:evfromaz@gmail.com)  
48 hr cancellation required

