

For Immediate Release

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Kernan Consulting CEO to share sales tips at the SMB Nation Event in June

San Diego, CA (May 10th, 2011) Kernan Consulting (www.KernanConsulting.com), an international technology consulting company offering Coaching, Advising and Mentoring programs to the small IT VAR, announced today that its CEO, James Kernan, will speak at the SMB Nation 2011 Event taking place in Toronto, Ontario June 10-11th, 2011.

SMB Nation, the well-respected technology channel community, has awarded its 6th annual Spring conference to Toronto, Ontario, Canada. "We are thrilled to freshen our Spring conference with impactful content that is first technical and second business focused." Shared Harry Brelsford, CEO of Seattle-based SMB Nation. "We have brought in the best and brightest technical and business minds for an amazing two-day professional conference. We have speakers delivering unique content on Small Business Server 2011, cloud and hybrid computing, managed services provider (MSP) business models and important "Business Speak" topics such as increasing technology sales."

Kernan Consulting CEO will be a part of the "Business Speak" sessions. "I'm confident that we will be delivering some tips that many of you never heard of before. Sales is a process, and you need to understand psychology behind it. It is essential to know not only why, but also when customers switch vendors. I will be speaking about winning more accounts and marketing your business more successfully," James Kernan said in a recent interview.

SMB Nation Speakers were selected in a competitive process where an authoritative content selection committee vetted a large number of papers to select the more relevant content. The resulted in Microsoft MVPs, published authors, accomplished CEOs and surprisingly successful MSPs speaking from the stage. The conference is well supported by enthusiastic sponsor community including D&H Distributing, Microsoft, Intel, AppAssure and many other familiar names.

To learn more about or register for this event, please visit: www.SMBNation.com

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About SMB Nation

SMB Nation is a publishing and events company, targeted at the Microsoft Small Business Specialist (SBS) community. SMB Nation spreads the knowledge of SMB technology trends through its books, magazine, online services, conferences and world-wide seminars and workshops. As an active participant in the technology community, SMB Nation has a long history of advocacy and evangelism.

The company was founded in 1999 as Matthew Brelsford Associates and became SMB Nation in early 2003, to promote the books and consulting services of Harry Brelsford, the author of a successful series of books written for Microsoft's global Small Business Specialist community and IT consultants, and a popular conference speaker on Microsoft centric SMB consulting.

More About Kernan Consulting, Inc.

Kernan Consulting, Inc. is an international technology consulting company headquartered in San Diego, California. Formed in April of 1994, the company has become one of the most successful technology consulting firms in the country, serving the small IT VAR. Its core competencies include Coaching, Advising and Mentoring programs like the [36MonthMillionaire.com](http://www.36MonthMillionaire.com) and its 1-2-1 programs. Visit <http://www.KernanConsulting.com> to learn more about the company.

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