

Sales Workshop

How to GET the sale!



Struggling with sales and growing your business? Don't have a clear sales process that you know will work every time? Are you (or your staff) uncomfortable with the whole sales scenario or simply not getting results?

Then this workshop is for YOU!

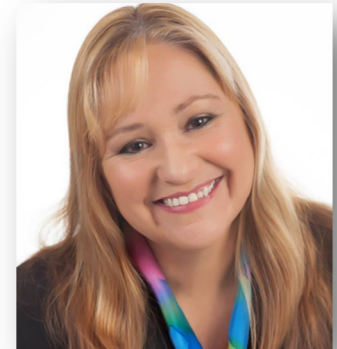
Ideal for a BDM, Sales Manager, salesperson, micro, small or medium sized business owner or person who answers the phone, handles enquiries, provides quotes or is responsible for gaining business. This is critical training for business growth and development.

Clear, concise & relevant – not to be missed!

- ✓ Class size capped; small classes of around 4-5
- ✓ Morning tea and easy parking provided
- ✓ Informative handbooks included

Course outline includes:

- ✓ The psychology of sales
- ✓ Learning to love being a sales person
- ✓ Critical activities to action before you go near a sale
- ✓ What to do before, during and after the sale
- ✓ Actions if you don't get the sale ... just yet
- ✓ Resources and templates to fully arm you
- ✓ **PLUS** my list of over 200 lead generation strategies ... to help you get lots of prospects knocking on your door.



About your trainer:

- ✓ 30 years real life experience
- ✓ Accounting/Management quals
- ✓ 15 years as a BDM
- ✓ Sought after public speaker
- ✓ Eight years business coaching
- ✓ Nationally accredited trainer
- ✓ Four times published author
- ✓ Results focused; grew a business from a garage to five locations around Australia.

“My passion is your potential ”



- **Date to be advised – TAKING EXPRESSIONS OF INTEREST AT PRESENT**
- **8:45am registration; runs 9am to 12noon**
- **\$395 per attendee (inc GST); \$250 for current coaching clients**
- **Additional attendees from same organisation receive \$50 discount each on above**
- **Address to be advised; either Victoria Point 4165 or Cleveland 4163**
- **Numbers capped. To register your interest or request further info please email:**

donna@donna-stone.com.au

or call me on 1800 77 65 61