

ARE YOU IN THE TOP 5% IN YOUR COMPANY?

PHIL TAYLOR PRESENTS How to Master the Art of Selling

How To Master the Art of Selling is an exciting, complete comprehensive 2 day training seminar designed to equip sales professionals with a thorough understanding and know how, on achieving high performance in selling.

YOU WILL LEARN

- What the profession of selling is
- Characteristics of a sales champion
- Control with questions
- Minor reflective questions
- The triggers of selling
- How to handle failure and rejection
- Referral prospecting
- Non-referral prospecting
- Telephone techniques
- Using the internet to maximize performance
- Pre-planning your sales presentation
- Contact
- Qualification
- The visual aid presentation
- Presentation demonstration techniques
- Handling objections
- Closing procedures and techniques
- Maximizing the selling results
- Creating a loyal customer base
- Time planning
- Goal setting

You Will Benefit by:

- A remarkable increase in your income
- Achieving more sales in less time
- Actualization of your goals
- Adding value to yourself
- Having fun, everyday in what you do!
- Networking with top achievers
- knowledge of the art of selling
- Achieving a thorough and specific
- Becoming a customer magnet

You will be helping your customers get what they want all while enjoying the freedom, exhilaration, and the extraordinary income that can only come from this awesome profession called selling.

Location: Royal York Hotel, Toronto

Date: November 17 and 18, 8:30 am - 4:30 pm

Investment: \$1197 -Early Registration, before September 28, 2007 \$997.00
Workbooks and working luncheon buffet Included

Seats are limited to 20 attendees, on a first come first serve basis **Added Value Bonus:** All early registrants will receive 5 hours of free coaching and consultation, which can be redeemed within the next 12 months **Guarantee:** Workshop comes with Selling for Success's rock solid money back guarantee. If you feel that the training has not delivered specific tools and know how to increase your performance significantly, we will refund your investment in its entirety.

Yes I want to attend How To Master the Art of Selling Workshop

Name _____

Company _____

PHONE _____

E-mail _____

GST %6 _____

Total Investment: _____

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