

SALES PROFESSIONALISM

PRESENTED BY IAN STEPHENS

Two Modularised one day sales programs

Day 1—Consultative Selling Skills Aug 24th, 2010—Melbourne Program Content

- Improve your selling personal approach, keeping the best and replacing the less effective.
- Take your rapport building skills to the next level.
- Learn sophisticated listening and questioning skills, and the type of questions to ask to capture quality information during sales visits.
- Explore ore effective ways to summarise your findings, and four ‘magic’ words to make sure the client wants to buy.
- Understand a simple four-step process to effectively manage the sales conversation.
- Powerfully link your solutions to your clients needs.

WHO SHOULD ATTEND?

- Sales Managers
- Sales Representatives
- Account and Territory Managers
- Internal Sales Consultants
- And any staff in the front line of client interaction.

Day 2—Activity Based Sales Productivity Aug 25th, 2010—Melbourne Program Content

- Experience a sales orientated model for managing the sales activities more effectively.
- Learn the 7 Universal laws governing effectiveness in a sales environment.
- Build product or market specific tools which focus the sales team on a defined target market which is aligned to the desired sales and marketing direction of the organisation.
- Learn how to measure how much potential business is in the pipeline.
- Create a recipe to increase chances of landing potential opportunities.
- Create a template for measuring and managing relationships with clients.

WHO SHOULD ATTEND?

- Sales Managers
- Sales Representatives
- Account and Territory Managers
- Internal Sales Consultants

Ian Stephens is a trainer with a passion for the practical. His entertaining and dynamic sessions demonstrate how to build and create practical productivity tools, and develop skills that the front-facing sales force can use to increase revenue.

Formerly a management consultant with the international sales / revenue generation specialist, Ian has global experience working with a large range of national and international clients. His expertise creates the means for clients to make their revenue strategies happen.



CONSULTATIVE SELLING SKILLS—MELBOURNE, AUGUST 24TH 2010
ACTIVITY BASED SALES PRODUCTIVITY—MELB, AUGUST 25TH 2010

MELBOURNE PROGRAMS

- April 24th 2010 (Day 1)
 April 25th 2010 (Day 2)

VENUE:

To be confirmed.

Registrations are from 8.30am. Program starts at 9.00am and finishes at 4.30pm

Registration Fee:

\$595.00—Day 1—Consultative Selling
\$595.00—Day 2—Activity Based Sales Productivity
\$995.00—Both days

All prices are inclusive of 10%GST, lunch and breaks, participant workbooks and handouts.

Discounts

For 3 or more delegates from the same organisation, a discount of \$50.00 per person applies.

Cancellations

- Full refund if notice is received two weeks prior to workshop.
- 50% refund if cancellation received at least one week prior to workshop.

Changes to the program

Enrich Management Group reserves the right to alter the content, date or venue if necessary. Every effort will be made to communicate with participants immediately.

In house Programs

This program can be tailored for your own organisation's needs.

For more information, please contact Ian Stephens on 0403175794, or email ian@enrichgroup.com.au

Fax, post or email with payment to:

Enrich management Group PTY LTD
Suite 1 / 30 White Cedar Drive, Castle Hill
NSW, Sydney, 2154
Ph: 02 9680 1259
Fax: 02 9680 9429
Email: karina@enrichgroup.com.au

REGISTRATION / TAX INVOICE
(Please keep a copy for your records)

Name: _____

Position: _____

Company: _____

Address: _____

Phone: _____

Mobile: _____

E-Mail: _____

Attendee's Names:

Total Payment \$ _____ for _____ attendees via:

DIRECT DEPOSIT BANK: NAB
BSB: 082 574
ACC: 48075 6033

CHEQUE Payable to Enrich Management
Group PTY LTD

Visa

Mastercard

Card No: _____

Exp Date: _____ / _____

Card Holders Name: _____

Signature: _____