



Mini Workshop Series

Creating Buyers – Building Selling Skills

Wouldn't it be easier if people just bought from you rather than you having to sell to them?

Most business owners know what they are trying to sell, but have no training in sales. This results in them going out and pushing their products or services on everyone they see and getting minimal results.

This workshop is an energetic and interactive workshop where you will learn;

- ü What motivates people to buy
- ü Understanding key behaviours of people is vital to getting the sale
- ü How people learn and understand things
- ü How you communicate, is crucial for your success
- ü The major weapon for sales success
- ü There is a process to creating as sale

This workshop is designed to allow you the business owner to go back to your business and implement your new skills immediately. The workshop requires the involvement of all participants, ensuring that you leave with new knowledge and ideas to grow your business.

DATE: Tuesday 16 March 2010

TIME: 6.00 pm – 8.00 pm

VENUE: City of Casey Council Offices

Magid Drive, Narre Warren 3805

COST: \$45.00

BOOKINGS: 1300 794 401 or email success@timeretrievers.com.au

“Your ability to succeed depends totally on your preparedness to learn”



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