



**SALES AND TELESALES SOLUTIONS**  
Helping you to increase your market share

+612- 9427 3479

**Powerful Telephone Sales Training That Works!**  
Principal Trainer, Coach and Author of "Don't Get Hung Up!" Jenny Cartwright



# What happens when you hire Jenny Cartwright to speak at your Sales Conference or Sales Meeting?

Your sales team will be educated, inspired and motivated. They will leave with the confidence to put their new skills into practice and the result will be that you will get more sales immediately.

## Testimonials

*"Jenny's keynote presentation at the 2010 Sales Super Conference I attended in Melbourne was both engaging and very informative. Her years of experience and knowledge were used to clearly demonstrate a number of approaches to increase your revenue by using the telephone. I'd strongly recommend Jenny as a speaker"*

**Zack Harvey, General Manager, VEA Group**

*"I really enjoyed your talk. Many thanks, you were such an inspiring, relaxed presenter."*

**Janet France Blue Lizard Office Massage**

*"Upon investigating our ranking system we have found you to be one of our Panther SWAP club's 'Top Ten Speakers'. Thank you again."*

**David Barnes Panther SWAP**

*"On behalf of the NSW Chapter of the Australian Telemarketing Association, thank you for speaking at our April breakfast. Quality speakers with first hand telemarketing experience and a motivating message are extremely valuable."*

**Sarah Fraser Chairperson NSW ATA Chapter.**

*"Thank you for presenting at the Supercharge Your Business weekend seminar". You were a great cog in the inspirational process over the two days."*

**Lachlan Francis**

## Most Requested Keynote Presentation At Sales Conferences

### "Double Your Sales in 30 Days"

(A hands-on interactive session)

When was the last time you reviewed your sales process?

Why aren't you selling more?

In this interactive session Jenny will look at how you might be sabotaging your sales success without knowing it and how you can dramatically increase sales by using the phone more effectively in all stages of the sales process.

#### What you will learn in this session:-

5 ways you might be losing sales

The Insider secret to building rapport on the phone

A 7 step process to making a successful prospecting call

The magic formula for a follow-up call

#### More Topics To Choose For Your Sales Conference

- Prospecting Made Easy
- How To Avoid Resistance When Selling
- 7 Step Formula for a Successful Telephone Sales Call
- How to prepare and plan an effective telemarketing campaign
- How to overcome call reluctance

**For a quote and availability Call Jenny on**

+61 2 9427 3479 Mobile: 0414 543 289

www.telesalestraining.com.au E. jenny@telesalestraining.com.au

# About Jenny Cartwright

Jenny Cartwright is a highly regarded sales strategist, trainer and coach. She is co-author of “Secrets of Top Sales Professionals” and author of “Don’t Get Hung Up (How to Sell Products and Services by Phone)”. During her career, she has been awarded titles of Salesperson of the Year, Telemarketer of the Year, she has spoken at numerous sales conferences and was invited to speak at events with Sir Richard Branson and Alan Weiss (the Million \$ Consultant) in Oct 2011. She also appeared as Sales Expert on Channel 9’s “A Current Affair” last year.



See the Founder of Virgin Group, **Richard Branson** & **Jenny Cartwright** LIVE in Australia at the **21st Century Financial Education Summit** →

[www.21stCenturyFinancialEducationSummit.com](http://www.21stCenturyFinancialEducationSummit.com)



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Jenny has had 6 years in face to face sales and management for a major hotel chain and 3 years as international sales manager for an Australian travel company. She

changed to telesales for the next 4 years where she was a top achiever promoting the events of speakers such as Anthony Robbins Tom Hopkins, Jim Rohn, Brian Tracy and Zig Ziglar, to name a few.

Jenny now owns her own training and consulting company, Sales and Telesales Solutions and has personally trained over 35,000 people in either sales or telesales in the last 14 years.

See video samples on [www.youtube.com/telesalestraining](http://www.youtube.com/telesalestraining)

*Great Lady, She has so much to share with us and does so beautifully.*

**Therese Rahme, Align Coaching**

*Good Content, left me wanting more , got some great takeaways*

**Lynda Byrne, Life and Business Strategist**

*Very knowledgeable. An obvious authority in her field*

**Janette Watson , Platinum Homes**

*Very positive, encouraging and I am ready to go home and begin cold calling*

**Heather Helmy, From Head to Heart**

*Great, I loved the interactive activity*

**Deb Brake, Extraordinary Lifestyles**

*Fabulous & helpful hints and tips*

**Virginia Johnson, Extraordinary Lifestyles**

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