

**SALES AND TELESALES SOLUTIONS**  
Helping people to increase their market share

# ONE DAY WORKSHOP

This public workshop is held quarterly in Sydney and Melbourne. It can also be customised to your needs and conducted in-house anywhere in Australia.

## Advanced Face to Face Sales Skills

One Day Workshop \$670 inc gst

For salespeople who have been in their role for at least a year, they have done the basics and they want to take themselves to the next level. You get the techniques beyond the basics that have made Jenny Cartwright a sales professional from the "pro" herself.

- The Daily Habits of highly successful salespeople
- How to dress for a sales appointment
- Planning for the day
- What to do at the first sales appointment to build rapport
- The importance of the questions you ask- spin selling techniques
- Selling to different styles of people (DISC Profiles)
- Successful presentations content
- Email Etiquette
- Tips for successful Networking
- Selling on non-price issues
- Reviewing the Sales call
- Your plan to make it the best year ever

Dates for Sydney: 7 February, 11 April, 6 June, 8 August, 9 October

Dates for Melbourne: 7 March, 9 May, 4 July, 12 September, 31 October

Online bookings at [www.telesalestraining.com.au/sales\\_workshop.html](http://www.telesalestraining.com.au/sales_workshop.html)

### WHO ARE OUR CLIENTS?

#### IN-HOUSE SALES TRAINING:

- Macquarie Telecom
- APN Newspapers
- Trend Micro
- Hexal Pharmaceuticals
- Chandler Macleod
- Nutri-metics
- Phillips Components
- Australian Casualty and Life
- ING, Food Services Central
- AG Tyres Moree
- Water Filters Australia
- VMware
- Printing Industry Association
- Cloud Solutions Group
- Silverhall

**The Investment is \$670 (inc GST) and includes \$630 of BONUSSES**

#### BONUS GIFT #1

Secrets of Top Sales Professionals - 14 of the best sales professionals share exactly what they do to generate millions of dollars in sales every year. (Value \$32.95)

#### BONUS GIFT #2

Free email coaching for 1 month after the workshop to get all your burning questions answered (Value \$500)

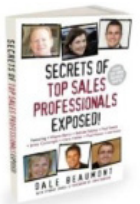
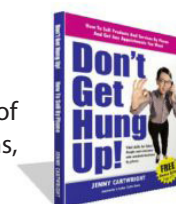
#### BONUS GIFT #3

Free sales tips sent to you every month by email to keep you motivated (Value \$97)

**WHO IS THE TRAINER: Jenny Cartwright - Author of "Don't Get Hung Up", and co-author of "Secrets of Top Sales Professionals Exposed".**



As Principal Trainer & Coach at Sales and Telesales Solutions, Jenny has over 30 years' hands-on, "in the trenches" experience in guiding many of Australia's leading companies to the pinnacle of sales success. She also achieved record breaking results in telemarketing by promoting some of the world's biggest speakers including:- Anthony Robbins, Tom Hopkins, Jim Rohn, Zig Ziglar, Denis Waitley, Harvey Mackay, Michael Gerber, Jay Abraham and Deepak Chopra.



CALL US NOW TO SECURE YOUR SUCCESS  02 9427 3479