



# ONE DAY WORKSHOP

Sales & Telesales Solutions

This public workshop is held quarterly in Sydney and on demand in other states. It can also be customised to your needs and conducted in-house.

## How To Triple Your Sales \$\$\$ Instantly!

This invaluable **Sales Skills Workshop** teaches you the skills and techniques you will need on the telephone to **get more leads, appointments and close more sales**. You will leave the course with **much more confidence and motivation** to get on with the job of **cold calling** and **prospecting**. You will be able **to call your past and existing customers without feeling a pest**, and you'll be able **to follow-up mail-outs and quotes without fear of rejection**. Armed with your new skills, **you will have more purpose** and you will be able to **achieve better results immediately**.

**Fact #1** | The average response you can expect from a direct mail campaign is 1%.

When you go one step further and take the time to call the people you have mailed within a week, then your response will increase to 20% + guaranteed.

Imagine the thousands of dollars you have been leaving on the table from not following-up mail-outs, quotes, existing and inactive customers by phone. It's important to know the magic words to say that make this work.

**Fact #2** | If you don't consistently do prospecting calls to generate new leads, your business will soon die.

When you have the skills and the strategies to do this effectively, you start achieving and it becomes fun. Imagine if you were to gain just one or two extra customers a week, your investment would be more than covered.

**Fact #3** | Sales people who have good telephone selling skills are the best achievers.

You can be confident in the fact that you have found the one workshop that can truly give you the key to the most cutting edge, up to the minute skills and strategies that will immediately send your sales soaring. This information could be the difference between ordinary and extraordinary results for you and your business.

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"I finally know how to make money using the phone! This is a brilliantly simple framework."

*Howard Tinker, Director, LifeTools Australia*

"This was learning in a practical way, using real life experience."

*Suryana Wati, G&G Furniture Imports*

"Excellent course, can't wait to get on the phone!"

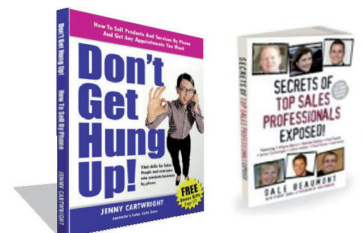
*Roland Knight, Centrica*

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**YOUR TRAINER IS: 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 ☎ 0414 543 289

# WHAT YOU WILL MASTER

- ✓ How to create a prospecting telemarketing script that doubles your sales instantly
- ✓ **Amazingly simple tips to get you past the gatekeeper.**
- ✓ The questions to ask that build rapport quickly
- ✓ **The listening skills that give you instant credibility**
- ✓ 5 ways to develop a captivating tonality
- ✓ **What never to say on a call – the words that kill the sale**
- ✓ The Trigger Words that compel people to buy
- ✓ **What to do to convert 9 out of 10 enquiries into a sale**
- ✓ How to get 7 out of 10 appointments in one hour
- ✓ **The 4 ingredients of a compelling sales presentation**
- ✓ Closing techniques that really work
- ✓ **2 strategies that handle every objection easily**
- ✓ How to increase the value of the purchase
- ✓ **Little-known techniques to follow-up quotes, mail-outs, complaints and turn them into orders**
- ✓ How to follow-up existing customers, inactive customers and sales without feeling a pest
- ✓ **3 easy ways to get referrals**
- ✓ Simple Strategies to overcome call reluctance
- ✓ **The secrets to preparing yourself for success**
- ✓ Time Management tips so the calls get done
- ✓ How to write an effective sales email.

# WHO SHOULD ATTEND?

- Telesales Professionals
- Telemarketers
- Sales People
- Sales Managers
- Sales Trainers
- Business Owners
- Coaches
- Speakers
- Consultants
- Direct Marketers

In fact, anyone who wants to know how to promote themselves, their products and their services.

CALL US NOW  0414 543 289  
TO SECURE YOUR SUCCESS

See workshop dates and venues at  
<https://telesalestraining.com.au>



Sales &  
Telesales  
Solutions

## WHO ARE OUR CLIENTS?

### FOR WORKSHOPS:

- The Australian Telemarketing Association
- The Recruitment & Consulting Services Association
- The Real Estate Institute

### 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
- LJ Hooker, Tourism Tasmania
- AG Tyres Moree
- Water Filters Australia

The investment is \$390  
and includes more than  
\$1,000 of BONUSSES

## BONUS GIFT #1

The telesales script you create on the course will be critiqued and edited by us after the workshop (Value \$500)

## BONUS GIFT #2

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

## BONUS GIFT #3

A number of free resources to be found at <https://telesalestraining.com.au>