

PERTH METRO

MASTER BUILDERS
WESTERN AUSTRALIA

Thursday
18 June, 2015

SUCCESSFUL SELLING

Are you aware that around 94% of sales are made without taking price into consideration.

The problem for many 'experienced' sales people is they develop very bad habits that complicate the sales experience, resulting in delays, frustration and lack of business. The problem for many 'new' sales people is that they're so eager to do business that they rush in and lose the opportunity by tripping themselves up.



If you want to improve sales performance, get sales faster and keep customers longer, then this course is definitely for you. Create your own personal sales plan makeover and stop wasting time with tactics that produce little or mediocre results so that you can start creating magnificent success in any sales environment you choose.

On completion of this 4 hour course you will learn:-

- ❖ How to get yourself clear and be cool under pressure
- ❖ How to listen attentively and cut through to what your client isn't telling you
- ❖ How to be and stay in your power and sell authentically
- ❖ How to build instant and real rapport and keep your customers coming back
- ❖ How to break your past sales records
- ❖ How to maintain your success and learn the habits of highly successful sales people

DATE: Thursday 18 June, 2015
TIME: 8.30am – 12.30pm
TRAINER: Dawn Russell - the heartware® group
VENUE: Master Builders Training Centre, 594 Hay Street, Jolimont

COST:		<u>Course Fee</u>	<u>Total</u>
	MBA Member	\$355.00	\$355.00*
	Non-member	\$395.00	\$395.00

To book your place on this training course, please complete the accompanying registration form.

If you require further assistance please contact Carolyn Fitzgerald, Training Coordinator on 9441 8000 or email training@mbawa.com

**Prices subject to change. There is no Construction Training Fund applicable for this course and is GST free.*



REGISTRATION FORM - SUCCESSFUL SELLING (suse)

Please Note: There is no Construction Training Fund subsidy applicable for this course.

Course Time: 8.30am – 12.30pm	Course Date: Thursday 18 June, 2015
Full Name of Participant:	
Date of Birth of Participant:	
Residential Address of Participant:	
Suburb:	Postcode:
Mobile phone contact:	
Email address:	
Participant Job Title:	
Job Description (brief detail):	

Company/Employer:		
Address:		Postcode:
Contact person:		
Phone:	Fax:	Mobile:
Email:		
Please tick the industry sector in which you work	Commercial <input type="checkbox"/>	Housing <input type="checkbox"/> Engineering <input type="checkbox"/>

Payment and Registration Details

Registration	To guarantee your place on the course please return form, with fees, to: FAX: 9441 8001 EMAIL: training @mbawa.com POST: Master Builders Training Centre, 594 Hay Street, Jolimont 6014
Course Cost:	MBA Member \$355.00 Non Member \$395.00
<i>Course costs subject to change. This course is GST free.</i>	

Method of Payment	Cash <input type="checkbox"/> Cheque <input type="checkbox"/> Credit Card <input type="checkbox"/> EFT <input type="checkbox"/>	Amount: \$
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Credit Card Details:	Bankcard <input type="checkbox"/> Mastercard <input type="checkbox"/> Visa <input type="checkbox"/>
Card number: _ _ _ _ / _ _ _ _ / _ _ _ _ / _ _ _ _	Expiry Date: _ _ / _ _
Cardholders Name:	Signature:

You must please quote **INVOICE NUMBER** as the reference when paying by Direct Deposit.

Cancellation Notice	<i>Please note, fees should accompany registration form. A refund will only be provided if at least 48 hours working/business days notice is given. You may, however, substitute another person.</i>
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or email training@mbawa.com