

Thursday
 18 June, 2015

SUCCESSFUL SELLING

Pretty much anyone can sell when the market is hot, but it takes skill to sell successfully in a saturated market.

In this 4 hour workshop, you'll learn how simple selling can be. By creating a pre-planned series of steps to build momentum, you'll learn to take prospects to a point where it's almost inevitable that they will say 'yes' to you.



If you work anywhere where there's a complex sales environment (in other words you're not selling chewing gum in a milk-bar, or nails at Bunnings), be it as a pre-start consultant, client liaison, landscape designer or fit-out consultant, this workshop will help you sell more successfully.

By the end of this workshop, you'll have created your own personal, step-by-step sales system. You will also: -

- ❖ Learn how to ask the right questions to move the prospect on the next stage of the journey;
- ❖ Learn what listening attentively feels like so that you can spot the buying signals as well as the objections, early;
- ❖ Create your own step-by-step sales process using a ready-made blueprint as your guide;
- ❖ Develop a successful selling attitude and mindset;
- ❖ Learn how to overcome objections and get to the truth so that you don't waste time trying to sell to someone who's just not interested.

Through story-telling, experiential exercises and case studies, you'll discover that selling is not hard....unless you make the number one mistake that the majority of mediocre sales people make!

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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