

**Wednesday**  
**18 November, 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 to 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

**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: Wednesday 18 November, 2015**

**TIME: 8.30am – 12.30pm**

**TRAINER: Dawn Russell - the heartware® group**

**VENUE: Master Builders, 3rd floor, 35-37 Havelock Street, West Perth**

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

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

If you require further assistance, please contact Carolyn Fitzgerald, Training & Safety Coordinator on **9476 9800** or email [training@mbawa.com](mailto:training@mbawa.com)



## SUCCESSFUL SELLING workshop (suse)

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

<b>Course Time:</b> 8.30am – 12.30pm	<b>Course Date:</b> Wednesday 18 November, 2015
<b>Participant First name:</b>	<b>Last name:</b>
<b>Participant birth date:</b>	
<b>Participant home address :</b>	
<b>Suburb:</b>	<b>Postcode:</b>
<b>Participant mobile phone contact:</b>	
<b>Participant email address:</b>	
<b>Participant job title:</b>	
<b>Job Description (brief detail):</b>	

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

### Payment and Registration Details

<b>Registration</b>	To guarantee your place on the course please return this registration form, with fees, to: <b>FAX:</b> 9476 8001 <b>EMAIL:</b> training @mbawa.com <b>POST:</b> Master Builders Training Department, PO Box 167, West Perth WA 6872
<b>Course Cost:</b>	<b>MBA Member \$355.00*</b> ..... <b>Non Member \$395.00*</b> .....
<i>*Course costs subject to change. This course is GST free.</i>	

<b>Method of Payment</b>	Cash <input type="checkbox"/> Cheque <input type="checkbox"/> Credit Card <input type="checkbox"/> EFT <input type="checkbox"/>	<b>Amount: \$</b>
<b>Credit Card Details:</b>	Bankcard <input type="checkbox"/> Mastercard <input type="checkbox"/> Visa <input type="checkbox"/>	
<b>Card number:</b> _ _ _ _ / _ _ _ _ / _ _ _ _ / _ _ _ _	<b>Expiry Date:</b> _ _ / _ _	
<b>Cardholders Name:</b>	<b>Signature:</b>	
You <u>must</u> please quote <b>INVOICE NUMBER</b> as the reference when paying by Direct Deposit.		

<b>Cancellation Notice</b>	<i>A refund will not be provided for no shows on the day of the course or cancellations less than 5 working days prior to the course date. You may, however, substitute another person up to 48 hours prior to the course.</i>
----------------------------	--

If you require further assistance, please contact Carolyn Fitzgerald, Training & Safety Coordinator on **9476 9800** or email [training@mbawa.com](mailto:training@mbawa.com)

To view our Terms and Conditions please visit [www.mbawa.com](http://www.mbawa.com)