

PERTH METRO

**MASTER BUILDERS**  
WESTERN AUSTRALIA

Thursday  
3 November, 2016

# 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!

<b>DATE:</b>	Thursday 3 November, 2016		
<b>TIME:</b>	8.30am – 12.30pm		
<b>TRAINER:</b>	Dawn Russell – Director, the heartware® group		
<b>VENUE:</b>	Master Builders, Level 3, 35-37 Havelock Street, West Perth		
<b>COST:</b>		<u>Course Fee</u>	<u>Total</u>
	MBA Member	\$355.00	\$355.00*
	Non-member	\$395.00	\$395.00*

If you require further assistance, please contact us on **9441 8000** or email [training@mbawa.com](mailto:training@mbawa.com)



*The Construction Training Fund provides funding support for training of eligible workers in the construction industry. We acknowledge the support of the Construction Training Fund in reducing costs of training for eligible workers.*

\*Prices subject to change. There is not Construction Training Fund (CTF) subsidy for this course.



## SUCCESSFUL SELLING

Thursday 3 November, 2016 8.30am - 12.30pm

**Please Note:** This course is subsidised by the Construction Training Fund (CTF) for eligible participants. Master Builders requires participants details be provided as indicated below, otherwise the full fee will apply.

### PARTICIPANT DETAILS:

Surname:		First name:	
Date of birth:			
Mobile:		Email:	
Home address:			
Suburb:			Postcode:
Job/Trade title:			
Job description (brief detail):			

### EMPLOYER/COMPANY DETAILS:

Master Builders member name:			
Employer/company name:			
Address:			
Suburb:			Postcode:
Contact name:		Email:	
Phone:	Fax:	Mobile:	
Please <u>tick</u> the industry sector in which you work		Commercial <input type="checkbox"/>	Housing <input type="checkbox"/> Engineering <input type="checkbox"/>

### PAYMENT & REGISTRATIONS DETAILS

*Payment must be received prior to the course date to secure your place & receive your confirmation.*

**EMAIL:** training@mbawa.com **FAX:** 9476 9881

**POST:** Master Builders Training Department, P.O. Box 167, West Perth WA 6872

Course Costs	Master Builder member	Non-member
	\$355.00* per person	\$395.00* per person

*\*Please note that course costs subject to change. There is not Construction Training Fund (CTF) subsidy for this course*

<b>Method of Payment</b>	Cash <input type="checkbox"/> Cheque <input type="checkbox"/> Credit Card <input type="checkbox"/> Money Order <input type="checkbox"/>	<b>Amount: \$</b>
Credit Card Details (please tick):	Bankcard <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/>	
Card number: _ _ _ _ / _ _ _ _ / _ _ _ _ / _ _ _ _	Expiry date: _ _ / _ _	
Cardholders name:	Signature:	
You <u>must</u> quote your <b>INVOICE NUMBER</b> as the reference when paying by Direct Deposit.		

### Cancellation Notice

*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 24 hours prior to the course.*

If you require further assistance, please contact Master Builders, Training Department on **9441 8000** or email **training@mbawa.com**

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