

## Two Modularised one day sales programs

### Day 1—Consultative Selling Skills Nov 24th, 2011—Melbourne Program Content

- Improve your selling personal approach, keeping the best and replacing the less effective.
- Take your rapport building skills to the next level.
- Learn sophisticated listening and questioning skills, and the type of questions to ask to capture quality information during sales visits.
- Explore ore effective ways to summarise your findings, and four ‘magic’ words to make sure the client wants to buy.
- Understand a simple four-step process to effectively manage the sales conversation.
- Powerfully link your solutions to your clients needs.

#### WHO SHOULD ATTEND?

- Sales Managers
- Sales Representatives
- Account and Territory Managers
- Internal Sales Consultants
- And any staff in the front line of client interaction.

### Day 2—Activity Based Sales Productivity Nov 25th, 2011—Melbourne Program Content

- Experience a sales orientated model for managing the sales activities more effectively.
- Learn the 7 Universal laws governing effectiveness in a sales environment.
- Build product or market specific tools which focus the sales team on a defined target market which is aligned to the desired sales and marketing direction of the organisation.
- Learn how to measure how much potential business is in the pipeline.
- Create a recipe to increase chances of landing potential opportunities.
- Create a template for measuring and managing relationships with clients.

#### WHO SHOULD ATTEND?

- Sales Managers
- Sales Representatives
- Account and Territory Managers
- Internal Sales Consultants

Ian Stephens is a trainer with a passion for the practical. His entertaining and dynamic sessions demonstrate how to build and create practical productivity tools, and develop skills that the front-facing sales force can use to increase revenue.

Formerly a management consultant with the international sales / revenue generation specialist, Ian has global experience working with a large range of national and international clients. His expertise creates the means for clients to make their revenue strategies happen.



**CONSULTATIVE SELLING SKILLS—MELBOURNE, NOV 24TH, 2011  
ACTIVITY BASED SALES PRODUCTIVITY—MELB, NOV 25TH, 2011**

**MELBOURNE PROGRAMS**

Nov 24th, 2011 (Day 1)

Nov 25th, 2011 (Day 2)

**VENUE:**

To be confirmed.

**Registrations** are from 8.30am. Program starts at 9.00am and finishes at 4.30pm

**Registration Fee:**

\$595.00—Day 1—Consultative Selling

\$595.00—Day 2—Activity Based Sales Productivity

\$995.00—Both days

All prices are inclusive of 10%GST, lunch and breaks, participant workbooks and handouts.

**Discounts**

For 3 or more delegates from the same organisation, a discount of \$50.00 per person applies.

**Cancellations**

- Full refund if notice is received two weeks prior to workshop.
- 50% refund if cancellation received at least one week prior to workshop.

**Changes to the program**

Enrich Management Group reserves the right to alter the content, date or venue if necessary. Every effort will be made to communicate with participants immediately.

**In house Programs**

This program can be tailored for your own organisation's needs.

For more information, please contact Ian Stephens on 0403175794, or email [ian@enrichgroup.com.au](mailto:ian@enrichgroup.com.au)

**Fax, post or email with payment to:**

Enrich management Group PTY LTD  
Suite 1 / 30 White Cedar Drive, Castle Hill  
NSW, Sydney, 2154  
Ph: 02 9680 1259  
Fax: 02 9680 9429  
Email: [karina@enrichgroup.com.au](mailto:karina@enrichgroup.com.au)

**REGISTRATION / TAX INVOICE  
(Please keep a copy for your records)**

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Mobile: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**Attendee's Names:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Total Payment \$ \_\_\_\_\_ for \_\_\_\_\_ attendees via:

DIRECT DEPOSIT BANK: NAB

BSB: 082 574

ACC: 48075 6033

CHEQUE Payable to Enrich Management Group PTY LTD

Visa

Mastercard

Card No: \_\_\_\_\_

Exp Date: \_\_\_\_\_ / \_\_\_\_\_

Card Holders Name: \_\_\_\_\_

Signature: \_\_\_\_\_