

Want to instantly increase your sales?

Want to learn the secrets to selling more easily in your business?

Want sales skills and a sales meeting plan to apply immediately into your business?



THE MARKETING
COMPANY

Welcome to The Sales Ignition Day!™

Learn everything there is to know about the fundamentals of selling in New Zealand in just one day! This day is ideal for everyone, from people who are new to sales roles through to experienced sales people who need a shot in the arm and refresher of what it takes to be great in sales. If you want to make more sales in your business, don't miss The Sales Ignition Day!

This day has been written for people in all areas of selling including business to business and retail.

Learn 10 things you can do to increase your sales including:

- How to convert more sales when selling face-to-face
- How to identify your target clients correctly
- Overcome call reluctance, both by phone and face-to-face
- How to overcome the fear of cold calling, and why it doesn't have to be painful, for EITHER party!
- How to cross-sell and up-sell more successfully
- Understanding why sales is everyone's responsibility
- How to manage your clients better to increase your customer loyalty
- How to increase your referrals
- How to listen more actively
- How to ask for the sale without getting nervous

The content used comes from our 12-month Persuasive Sales & Marketing Programme™, which will be covered during the day.



Who are the Marketing Company?

The Marketing Company is New Zealand's leading specialist sales and marketing training company. They have worked with over 1000 New Zealand businesses and individuals both directly and through work delivered for the Wellington, Taranaki and Manawatu Chambers of Commerce and the Economic Development Agencies in Waikato, Taranaki, Manawatu and Wellington.

Each attendee will provide 2 school books for a third world child through our transactional giving programme through Oxfam NZ.

Date: _____ **Location:** _____

Investment: \$485+GST per attendee or \$385+GST for second and subsequent person from same company

Referred by: _____

To register

Book online at www.themarketingcompany.co.nz or email: mike@themarketingcompany.co.nz or call us on 0800 427 627 or complete the form below and fax back to 06 7510418 (places are limited, so please book early).

Full Name(s): _____

Company Name: _____

Email: _____ Contact number: _____

Card Type VISA MasterCard

Card No.

Name on Card _____ Expiry Date ____ / ____ Signature _____ Amount _____