

SALES MADE SIMPLE!

With Greg Peterson

Monday May 31, 2010

VIA WEBINAR

1:30 - 3:00 pm EST

Greg Peterson - Sales and Business Building Expert *Why Is Greg Peterson Qualified to Teach You How To Sell?*

Greg Peterson understands both sides of the selling equation. He understands the fears of both buyers and salespeople. Buyers don't want to be "sold" anything. Salespeople fear failure. The selling skills and strategies that Greg Peterson teaches today reflect an understanding of how to communicate with buyers so they feel confident in making good decisions about the products and services they want.

SALES MADE SIMPLE

- Learn about the 4 types of salespeople and which style works best
- You will learn the proper agenda for conducting a sales meeting
- Learn the "secret weapon" of successful salespeople
- Learn how to ask powerful questions using the "SPIN" method
- Learn how you can best help potential clients by getting them talking about their real needs. Done properly, they'll tell you exactly what they'll say yes to.
- Calm client fears about making purchasing decisions with effective presentations that physically and emotionally captivate their attention.
- Learn how to lower (and avoid building) walls of sales resistance.

You can't afford to miss this session....



About Greg Peterson: visit www.growthadvisors.ca for more information.

Greg is a Senior Executive with 30 years of general management, marketing and sales experience. Greg has a highly successful track record in leading organisations through the development and implementation of strategic, marketing and sales plans, operations, customer service and obtaining bottom-line results. He is a creative, articulate leader and achiever who utilises analysis, strategy, teamwork and continuous improvement to achieve results. He is especially skilled in both turnaround and start-up situations.

Registration Questions: Contact Carol Ford at 905-868-8008, 1-866-467-2299 or info@canspep.ca

Online: <https://canspep.ca/register.htm>

By credit card: register online -or- complete this registration form and fax to 905-895-1630

By mail: complete and return this registration form with a cheque made payable to:
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By fax: send completed form to 905-895-1630 & pay by cheque or cash on-site.

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Registration Fees



- CanSPEP Planner Member
\$40 (inclusive of GST)
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Please indicate any food allergies:

Vegetarian