

Strategic Selling Focus Workshop for **SELLING IN THE POST GFC WORLD**

Mike Boyle of BanjarGroup
Will present this essential two day workshop

TOPICS COVERED



Selling in the Post GFC World:

Top tips for selling during these opportune times.

Customers:

Who should you be selling to? Identify the characteristics of your perfect customer.

Your Vision:

Identify your Sales Summit and develop your personal Sales Vision.

Sales Process:

Identify and develop your personal sales steps to achieve your sales vision.

Skills & Techniques:

A competency set for sales people and sales leaders to achieve high performance. Structure, questioning, tools and techniques.

Building a simple sales strategy:

Covers the steps involved to build a simple sales strategy for any product and/or service to achieve action.

A Personal Plan:

Build a personal One Page Sales Plan to ensure your sales success in 2010/11.

Sales as a profession, especially in this economic climate, is a challenging, ever changing but ultimately rewarding career. However we need a full arsenal of skills, knowledge, techniques and discipline to achieve success. We need focus!

Our **2 Day Sales Base Camp** is ultimately a "Sales Strategy in a 2 Day" process.

During the Camp you will be challenged to set a **plan** in place and develop a **sales vision** that will act as the framework for you to function in these challenging times. It will force sales focus, targeted sales behavior and insulation for you from doom and gloom thinking. It is estimated that 70% of current sales people have never sold during a recession before, have you?

These 2 days will provide an insight into why some sales people/teams thrive and why some fail during tough economic times. *We say "never waste a recession"!*

The evolving turbulent economic climate post GFC means effective selling not just more selling is the only way for sustainable profit and growth.

This **Sales Base Camp** will be your key to "**leveraging the sales growth a recession presents us**".



Who is Mike Boyle?

Mike is the Director of Banjar Group, a 'Sales Scientist' fascinated with the Art and Science of selling. He believes everyone has the potential to achieve anything they dream of or passionately desire.

Through facilitation, coaching and support Mike can assist people and/or organisations meet their goals - their sales goals. Using the analogy of preparing for a climb to reach the summit of Mt Everest, Mike takes sales people/leaders on a journey to their sales summit. Through careful planning and facilitation Mike can prepare professionals with the tools, techniques and materials required to ensure a successful ascent and the achievement of the ultimate goal - sales success. To learn more about Mike and his sales journey go to www.banjargroup.com.au/common/banjarpeople

The Benefits for you:

- Opportunities to get focused on your key sales issues as well as group learning
- Time & cost friendly for you
- Flexible use of skills and techniques
- Faster implementation of sales strategy
- Key focus selling tools, techniques and skills

Two Day Workshop

An interactive learning session to help you build sales success.

Interactive Learning Style

This is not 'class room' training but rather an interactive and engaging program to achieve active personal sales growth.

Take Home Top Tips

Including a 12 Week Follow Up email program full of ideas, lessons & stories to share with your whole organization.

Take Home Handouts

Including the Sales Base Camp Workbook and copy of presentation for ongoing reference and motivation.

Ongoing Support

The opportunity to join an ongoing exclusive sales & business leaders support platform for 12 months; SALES ROCKETS PRO UHY *Limited places available, full details at Base Camp.

Investment for 2 day program:
\$750.00 Plus GST per attendee
\$650.00 Plus GST per attendee for more than 5 attendees from the same organisation.



IS IT TIME FOR YOU TO:

Fine tune your plans for 2010/11 and become sales focused.

Network with other Account Managers, Sales Leaders and Business Developers.

Get challenged and focused to realise your sales potential.

Overcome the barriers in your plans to ensure sales success.

Event Details

Venue: Victoria Park Golf Complex (Alabaster Room)
Victoria Park, Herston Road
HERSTON QLD 4029

Time: 8:30am - 5:00pm

RSVP: 14 days prior to event start

Further inquiries:

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Banjar Group
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** Catering provided on both days*

REGISTER TODAY for the 27th & 28th October camp in Brisbane!
Places are limited

Strategic Selling Focus Workshop for **SELLING IN THE POST GFC WORLD**

Join us at the Sales Base Camp
October 27th & 28th 2010

What past Attendees have said

Comments from the Perth Base Camp run in May 2010

"Please let Mike know, his course was best ever and I couldn't sleep last night, all I could think of was working and planning to get to the summit"

"After the base camp i feel like a runner set to race, refreshed, validated and stronger due to my training schedule"

"Opened my eyes to necessary changes that will help me adjust to evolving markets and having clear visions and a process to help obtain the summit."

"Regardless of what product/service you are trying to sell, I guarantee you will take home models/ideas that will be put into practice rather than sitting on the shelf."

"If you are open to change, new ideas and putting more profit in your bottom line then this stuff is gold"

"An insightful learning experience relevant to Sales Professionals in any environment"

"The ability to look out side the square & through your customers eyes to see what your business is lacking, very informative!!"

UHY Haines Norton
Chartered Accountants
Brisbane



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REGISTRATION FORM

Fax: 07 3229 6174
Email: c.duke@uhyhn.com.au

Please complete your personal details

Name
Company
Email
Contact Number

	TOTAL
Number of attendees	
Total amount owing	\$

Confirmation and cancellation policy. Your registration will be confirmed once payment is received. Fees are only refundable if cancellation is made five working days prior to the event.

Payment Details

Please forward cheques to:

UHY Haines Norton
GPO Box 2876
BRISBANE QLD 4001

For Direct Deposit:
BSB: 034 002
Account No: 210 824

Credit Card: Mastercard or Visa (Please circle)

Please note: All Credit Card payments will incur a 1.5% surcharge

Card No:

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Expiry: ___ / ___

Name on Card: _____

Signature: _____