

# **ADVANCED SELLING STRATEGIES & TECHNIQUES**

A **One Day** Public Session

Only **\$99** per Person

May 17, June 10, 2005 in Laguna Niguel, CA

Seats Are Limited! Max 20 People!

*Tune-Up Your Selling Skills for More Sales*

*Bring your own selling situations for hands-on consulting and interaction*

**Nationally acclaimed author, sales expert and seminar leader**

## **Benefits**

- **Shorten Sales Cycles**
- **Negotiate through Pricing Squeezes**
- **Gain a Competitive Advantage**
- **Get To Powerful Decision-Makers**
- **Deliver Effective Value Propositions**
- **Prospect Successfully for More Customers**

## **Agenda**

- Strategies for Complex Sales
- Effective Sales Calls
- Prospecting and Territory Mgmt
- Gatekeepers, Obstacles and Executive Meetings

**Call Now To Register**

*This Workshop Will Fill Quickly*

Call (949) 364-6263 or (949) 364-6265

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