

# The Star Salesperson

## Blitz the Sales Budget!

Make More Sales!

Join our next program and learn how to:

- Find more Customers
- Convert Leads Easily
- Win More Deals
- Build Profits



## PROGRAM OVERVIEW: THE STAR SALESPERSON

### Blitz the Budget and Close More deals!

Master the sales process to get in front of more people, add value to the sales conversation and do more deals.

This powerful program provides sales skills to convert customer interest into a definite sale, without being pushy or manipulative.

Learn prospecting strategies, the sales process, and how to engage in effective sales conversations.

Discover how to use the levers for sales success to drive stronger sales results and profitability.

And move from being an order taker to an order maker!

## PROGRAM TOPICS: WHAT YOU'LL LEARN

- Identify sales opportunities
- Get in front of more customers
- Easily connect and build rapport with customers
- Quickly uncover needs and buying motives
- Position your offer to match the customer's priorities and build value
- Handle customer uncertainty and build their confidence in your offer
- Convert leads to business
- Manage successful ongoing client relationships.



### FACILITATOR: SHARON KAIBEL Director & Principal Consultant at AchieverNet

Sharon is known for her interactive, engaging and high energy training sessions. With consistent feedback of 'Awesome', "I was engaged ALL DAY", "Professional and worth every moment", "Best program I've ever attended", Sharon knows her stuff and enjoys helping others achieve their goals.

Sharon is a Speaker, Trainer and Coach with over 25 years' in Business. Her first business consistently surpassed industry sales averages by more than 600% and her sales strategies have continued to evolve since then. Sharon will show you how to hit your stride in selling and win more deals.

## REGISTRATION FORM THE STAR SALESPERSON

Please complete and email back to [info@achievernet.com](mailto:info@achievernet.com)

## 2016 PROGRAM DATES

8 March 2016  
7 June 2016  
6 September 2016  
6 December 2016

## PROGRAM TIMES

9am – 4.30pm  
Registration from 8.30am  
CBD Venue - advised on booking.

## PROGRAM INVESTMENT

### \$595 per person

Includes full day training, full colour workbook, lunch, refreshments and GST

For 3 or more attendees from the same organisation, a \$50 discount per person will apply.

### \$4160 Per Corporate Table of 8

A \$75 discount per person will apply.

**This program can also be run in-house. Please contact AchieverNet for a proposal.**

### Cancellation Policy

All cancellations / transfers must be received in writing. No refunds will be given within 30 days of event. A 10% administration fee will apply to all cancellations. A substitute participant is welcome with written notice prior to the event if you are unable to attend. AchieverNet reserves the right to change the Speaker, the advertised price or the venue.



- ☎ 1300 402 722
- ☎ 0411 690 838
- ✉ [info@achievernet.com](mailto:info@achievernet.com)
- 🌐 [www.achievernet.com](http://www.achievernet.com)
- 📍 PO Box 170, Glen Osmond SA 5064

Date:	_____	Participant Name(s):	
Contact Name:	_____	1.	_____
Position:	_____	2.	_____
Organisation:	_____	3.	_____
Address:	_____	4.	_____
	P/C: _____	5.	_____
Phone number:	_____	6.	_____
Mobile:	_____	7.	_____
Email:	_____	8.	_____

Total Investment:	Payment by (Please tick): <input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> Direct Deposit															
	Please make direct deposits to AchieverNet BSB 105086 Ac No 053 992 140 Use Contact Name as reference and email this completed form to <a href="mailto:info@achievernet.com">info@achievernet.com</a>															
Card Number:											Exp	/	CSC			
Name on Card:										Signature:						