

A 2 day interactive
programme to
improve your sales
results

EVERBODY'S Selling!

But how
EFFECTIVE
are **YOU?**

"Enlightening and a boost to selling
with confidence. Thank you!"

Sharon Collings, *Angel Carers*

"I really enjoyed the programme. It was
inter-active and 'humanised' selling.
Thank you!"

Sarah Batchelor, *4 Word Thinking*

"After nearly 18 years of selling I have
been reminded of some major princi-
ples and learnt some new ones."

Howard Watson, *Outsourced Sales & Marketing*

"Confidence boosting for a non sales
person trying to improve their sales
techniques"

Mary Davenall, *Tax Untangled*



What you WILL Gain from this Course:

- How to use the 4 Stages of Selling
- Identify the WANTS and NEEDS of your customers
- The 3-10 second rule
- Use the 'Likeability' factor
- What you are ACTUALLY selling
- How to connect with each and every customer
- Enhanced and Advanced Communication skills
- Measurable Improvements in your sales conversions
- Successful handling objections



expressions

PEOPLE BUY PEOPLE

It doesn't matter what you're selling the fact is that people buy people. So what makes people want to buy from you ?

British people love to buy but hate being sold to. Selling with Confidence has been designed to give you the practical tools, techniques and experience you can use to ensure more people buy from you.

Understand buying behaviours and gain lifelong customers that continue to buy and refer you and your business not just short term, one off sales.

This interactive programme will help you overcome personal barriers that inhibit your sales performance. You will gain the confidence (not arrogance) to sell and enjoy the experience.

WHAT YOU GET

- One full day interactive workshop
- Half day follow up workshop (4-6 weeks later)
- Free and unlimited phone coaching
- Email support and bulletins
- Practical tools and techniques
- Share and learn from other delegates
- On-Line forum after the programme

So whether you are new to sales, you are the only person selling, or you have been selling for years we guarantee you will get the answers to your questions and you will see measurable improvements to your selling performance

INVESTMENT

£245



REGISTRATION AND BOOKING FORM

This programme will be run at Burhill Golf Club in Surrey

DAY 1 - 22nd June 2011 - 9.30am to 5pm

Day two date will be agreed at the first workshop to accommodate everyone's preference

NAME:

ORGANISATION:

ADDRESS:

TELEPHONE:

EMAIL:

PAYMENT

- I enclose a cheque for £294.00 (£245 +VAT) made payable to Expressions
 Please provide me with a receipt

By signing you agree to Expressions terms and conditions of payment, which can be found on the web site www.expressionspartnership.com:

Please forward your completed registration form with payment to:
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or e-mail your details to: welcome@expressionspartnership.com
We can provide you with bank details should you wish to pay by BACS

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