

SALES SUCCESS!

Do you want to...

- ✓ close more sales?
- ✓ land bigger deals?
- ✓ make more money?

John Boyens will be facilitating a highly interactive workshop that will include “best practices” for sales professionals to master the art as well as the science of selling! The art includes building rapport, creating personal relationships, good communication skills, etc. All very important! Equally important is the science of selling. The science includes the creation of individual success formulas, establishing activity levels and most importantly following a sales processes that is repeatable and scalable.

In addition, attendees will learn how to use social media to prospect for new business, how to cost-justify their product/service (even if it's more expensive), how to create their value proposition, how to ask for referrals, and more.

Seating will be limited to 25 attendees to ensure an optimal learning ratio. The investment is \$375/person which includes registration for the one-day workshop, all workshop materials, continental breakfast and a catered lunch. As usual we will continue to offer quantity and military discounts.

JANUARY 24, 2017

JONES COLLEGE OF BUSINESS EXECUTIVE

BRIEFING CENTER

MILLER EDUCATION CENTER

503 EAST BELL STREET, MURFREESBORO, TN 37130

BREAKFAST AT 7:30AM, WORKSHOP AT 8:00AM

REGISTRATION FORM

NAME / TITLE

COMPANY NAME

EMAIL

PHONE

Make checks payable to: Boyens Group, Inc. Mail checks to: 2749 Clem Hill Lane Nolensville, TN 37135
Investment is \$375.00/person. Quantity/Military discounts are available. Please call (615) 395-0200 for details.
Faxing/emailing this form will tentatively hold your spot. Your reservation will be confirmed upon receipt of the payment in full. Checks, VISA, MC and AMEX cards are accepted. Please note...due to the need to make a firm commitment on facilities and materials no refunds are possible however substitutions are permitted.