

The Sales Workshop for Exceptional RESULTS

The Relationship
Based Selling
Course

PRIMALTM
SALES TRAINING

The PRIMALTM Direct Sell Process

Join Nick Florido at the PRIMALTM Direct Sell Process workshop and find out how he has transformed thousands of sales people into the top sales professionals of their industries.



Key Success Factor of the Workshop

- The program is centred on the principles of **Relationship Based Selling**. Where we develop a customer for life. This form of selling focuses on referrals and networking and the development of life long relationship.

“Relationship based selling is the selling we do when our primary concern is for the customer and their needs and wants rather than our own.”

- See some of today’s most innovative lead generation methods
 - “Leads either cost **money** or **time**.”
 - “If you don’t have the money, let me show you how to spend the time”
- Learn why a prospect must first **‘buy you’** before they will **‘by your product’**.
- Learn your own **soft close** and the only pressure you need to apply is **‘the pressure of silence’**

THE OBJECTIVES OF THE WORKSHOP

Participants learn the PRIMALTM Direct Sell Process and **develop their own personal Relationship Based Selling** process.



BOOKINGS AVAILABLE
Please register your interest by
emailing: nick@tmc.com.au

Who Should Attend this 2 Day Workshop?

Nick has spent considerable time training in many industries but focuses primarily on the New Homes industry, the building industry and in retail.

If you are a commission based sales person and rely on generating your own leads, this is a workshop you can not afford to miss.

The Most Important Area in Selling – Qualifying and Closing.

Find out why qualifying a prospect is the most important step in selling.

- What are generic qualifiers?
- What is a qualified prospect?
- Learn 3 of the easiest closes

Find out at the Primal Sales Workshop on the 27th March 2016

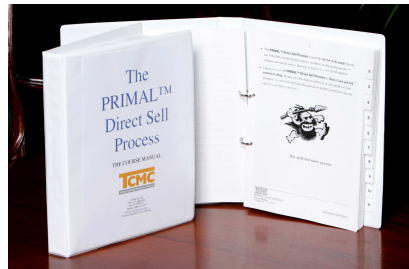
BONUS SESSION – Selling at Home Shows

Making sales at Home Shows. This is the “how to” session that gives quick results.

Frustrated by the endless procession of potential customers that walk past your stand, without even an enquiry. Then this session is for you. Learn how to convert these prospects into real sales!

PRIMAL™ SALES TRAINING

- All attendees receive a **144 page Course Manual**, of the day’s proceedings with a **CD** on the more important segments of the day.



- Enjoy the surroundings of the five star **Joondalup Resort Hotel** with a **sumptuous luncheon** and plenty of **networking time**.

Attendees Details

Company		
Name		
Address	_____	

	State	Post Code
Phone		
Mobile		
Email		

Booking Details

Next Course is 27th March 2016

The Event	‘The PRIMAL™ Direct Sell Process’ Seminar
Where?	Joondalup Resort Hotel Country Club Boulevard, Connolly WA 6027 (08 9400 8888)
When?	Two Day Course <ul style="list-style-type: none"> • 8.00 for 8.30 start • Lunch 12.30 to 1.15 • Close 4.30
Attendees Receive:	<ul style="list-style-type: none"> • 144 Page Course Manual and CD • Certificate of Competency • Tea, coffee and Buffet Luncheon
How Much?	<ul style="list-style-type: none"> • AU\$995.00 inc GST/ per Attendee • 10% reduction for 3 more attendees
Post or Fax in Credit Card Details	<p align="center">Credit Card Payment</p> <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard or EFT Account Name _____ Expiry Date _____ Account No: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> Signature _____ Total Amount \$ _____ Please tick if you require a tax invoice <input type="checkbox"/> Please send me a receipt
Contact Details	<p align="center"> PRIMAL™ Sales Training ABN 40 113 404 783 PO Box 67, Woodvale 6026 Phone: 0405314474 Email: nick@tmc.com.au www.primalsalestraining.com.au </p>