

Entrepreneurs! [Don't You] Love Sales Interactive Workshop!

January 24, 2008 – 8:30 a.m. -4:00 p.m.

Lakeside Bank, 2800 N. Ashland

\$295 Non-refundable fee. Includes all materials and refreshments. Next Time Offered at \$375.

Plus Bonus: Coaching Roundtable from 4:00p.m. – 5:00p.m

Presented by:

Gail P. Zelitzky, Business Performance Coach, Silver-Robins Consulting

Eva Liljendahl, CPCC, Executive Coach, Inspiration for Excellence

Limited to first 24 registrants

In Entrepreneurs! [Don't You] Love Sales You will:

1. Create / Hone crucial components to your Sales Plan
2. Understand what makes you do what you do professionally
3. Challenge your comfort zones
4. Identify your Value Proposition
5. Determine your Target Market
6. Know your customers' motivation to buy
7. Recognize a good presentation and improve your persona on stage
8. Learn to qualify through asking open-ended questions
9. Understand benefits-oriented selling and responding to customer need
10. Overcome fear of objections
11. Recognize what you love and use it in your sales efforts
12. Learn how to ask for the business and close the sale

Please complete form and send payment to secure your registration and your seat:

Name: _____ Title: _____

Company: _____

Complete Address: _____

Phone: _____

Email: _____

Purpose for participating in seminar: _____

Payments may be made via check made payable and sent to: Silver-Robins Consulting, 3150 Lake Shore Drive, 25F, Chicago IL 60657 or pay online at www.silver-robins.com.