



Silver-Robins Consulting, LLC

Exceed the Performance you Expect from Your Business and Yourself

THINK SALES!™

Training Workshops

**Specifically developed for business owners,
service and sales professionals and
business development teams**

What Past Participants Say.....

Sara: *Learned presentation skills; how to overcome objections*

David: *Learned about time management; new ways to close*

Chris: *Gained self-confidence in ability to be a good sales person*

Kelly: *How to better present myself to new people; questions to ask; how to network better; became motivated again to sell*

Mike: *How to overcome objections; every session met my expectations; now have new ways of looking at things; gained new networking ideas; SMART Goals very helpful*

Brian: *Enjoyed role playing; very practical and effective; like the 30-second intro practice; identified our strengths in our sales skills; established SMART Goals*



Silver-Robins Consulting, LLC

Exceed the Performance you Expect from Your Business and Yourself

Think Sales!™ Training Workshops

GET OFF FIRST BASE - CREATE A NEW SALES MENTALITY AND GROW YOUR BUSINESS!

Skillful selling comes from achieving a precise **state of mind** that incorporates a 'Think Sales' strategy. 'Think Sales' empowers you to take charge, be compelled to act with confidence, and to maintain focus on your ability to sell your products/services to customers. Implementing the patented 'Think Sales' mentality will enable you to sell more and earn more than ever before!

These **6 Essential 'Think Sales!' Strategy Tools** will provide you with the proper knowledge to execute, build and implement a new success paradigm:

1. Business Development - *how prospecting has changed and what you can do about it*
2. Networking - *why it is so effective and how you can use it, all at minimal cost*
3. Technology - *how social networking & the Internet are altering the way people do business and how you can leverage them to your advantage*
4. Positioning - *why you need to present yourself and your products/services in new ways and how you can easily do that*
5. Time - *how to efficiently use the 168 hours available in a week to accomplish all your goals and more*
6. Managing - *why training others to help build your business will make you grow faster*

After experiencing this workshop you will be empowered to take charge, be compelled to act, able to concentrate and stay focused and be confident in your ability to get people to buy your products/services. You will sell more, earn more money than ever before and exceed the performance you expect from your business and yourself.



Gail Zelitzky is a serial entrepreneur . For the last 9 years she has worked exclusively with CEO's, business owners, service professionals and sales teams, coaching them to create new strategies for growth. At the core of her process is the development of her Think Sales! mentality coupled with a strategic approach to operations. An award-winning speaker, facilitator and coach, Gail's unique, no-nonsense style effectively helps businesses grow to the next level. Limited to 10 participants, her **Think Sales!** training workshops receive rave reviews and always have a waiting list.



Silver-Robins Consulting, LLC

Exceed the Performance you Expect from Your Business and Yourself

Think Sales!™ WORKSHOP AT A GLANCE

Full workshop is 17.5 hours. Sessions meet for 3.5 hours every *other* week. This timing allows for paradigm shifts to occur plus enables participants to share results. Minimum number of 10 participants required. Sales teams welcome.

Module I - Selling De-Mystified

Understanding what selling is and the process that it takes to be successful at selling is **MORE** than half the battle. In Session I you will learn how to ‘Think Sales!’ and create a whole new mentality for achieving your sales objectives.

Module II - Selling in Business Development Mode

You must have a plan in place to grow your business. Without this plan, you will have no means with which to track and quantify your growth. Session II focuses on putting proper sales goals and techniques in place which allow you to meaningfully direct your efforts towards the correct activities. This session also focuses on the use of social networking and technology as components of your sales arsenal.

Module III - Selling with Style

How you present yourself and how employees represent your company is of paramount importance to those that you want to do business with. In Session III you will learn how to see yourself as others see you and perfect your approach to winning their business.

Module IV - Selling Techniques that Win the Sale

Everyone has the ability to increase their effectiveness and close a higher percentage of leads. Key components of this process involves desire, technique, and efficient time management. Session IV focuses on selling techniques that will enable you to close more sales, gain confidence, and focus on the areas of your business that are most productive and deserving of your time and energy.

Module V - After the Sale

What takes place after the sale is consummated is where the sales “superstars” and ordinary sales people forge vastly different paths. Superstars understand that what happens after the sale is where residual income is built. Session V focuses on what to do after the sale and helps you to better understand your clients’ needs while putting in place a plan for the maximization of each client’s lifetime value.



Silver-Robins Consulting, LLC

Exceed the Performance you Expect from Your Business and Yourself

2009 Think Sales!™ Workshops
TRAINING SCHEDULE, REGISTRATION & FEES

Use separate sheet for additional names. NAWBO, LPCC, LPN MEMBERS: 10% discount. 5% discount for each additional person from the same company. Payment of \$475 plus \$15 materials fee due with registration. Pay by Pay Pal online at www.silver-robins.com. Full training is 17.5 hours over 5 sessions, which meet every other week. **Refund Policy:** Full refund up to 2 days prior to start of workshop. No refunds after workshop begins. Make checks payable to Silver-Robins Consulting and mail to: Gail Zelitzky, Silver-Robins Consulting, 3150 Lake Shore Drive - Suite 25F, Chicago IL 60657.

For more information call 773-665-2340 or email gail@silver-robins.com.

All workshops held at Lakeside Bank, 2800 N. Ashland, Chicago

Payment by Check **Payment by Pay Pal**

Persons Attending ____ **Total Encl: \$** _____

Morning Session 9-12:30; Afternoon Session 12:30-4.

Choose either a Morning or Afternoon Workshop.

START DATE: Please check one date *only*.

___ **May 7 - Morning** ___ **Sep. 10 - Afternoon**

___ **June 4 - Afternoon** ___ **Oct. 1 - Morning**

___ **July 1 - Morning** ___ **Nov. 5 - Afternoon**

Name _____ **Org. Member** _____

Use separate sheet for additional names

Company _____

Address _____

City _____ **ST** _____ **Zip** _____

Phone _____ **Email** _____

If you work for a corporation, ask about our Corporate Think Sales! programs geared specifically to your market and products.