

Fundamentals of Selling Extended - October

With Randy Hnatko, Trainwest Management & Consulting

THE **WORKSHOP**

This one-day workshop has been designed and tailored toward arming sales professionals with the techniques, knowledge and skills necessary to succeed in their environment, helping them to overcome any barriers they may encounter along the way. Topics include:

- Using DISC
- Advanced Pain Techniques
- Body Language and Bonding & Building Rapport with Prospects
- Overcoming Call Reluctance and Making the Call
- Advanced Questioning Techniques
- Negative Reverse Selling

Trainwest Management & Consulting Inc. CEO & World-Renowned Sandler Trainer, Randy Hnatko, will teach proven strategies and tactics to navigate today's competitive sales climate. Attendees will walk away with tools and skills for real-world success that they can apply for immediate results Investment.

HOW **MUCH?**

\$95 PER PERSON, **\$85** PER ADDITIONAL PARTICIPANT FROM THE SAME COMPANY

Your fee includes lunch & coffee

THE **DETAILS**

DATE: OCTOBER 2017 - PLEASE EMAIL [RMANN@BCWOOD.COM](mailto:rmann@bcwood.com) WITH YOUR DATE PREFERENCES

LOCATION: KELOWNA, BC

REGISTRATION **INFORMATION**

FIRST NAME (please print)

LAST NAME

COMPANY

ADDRESS

CITY

PROVINCE

POSTAL CODE

EMAIL

PHONE

FAX

PAYMENT **INFORMATION**

MASTERCARD VISA CHEQUE*

CARD NUMBER

EXPIRY

*PLEASE MAKE ALL CHEQUES PAYABLE TO --

BC Wood Specialties Group
200 - 9292 200 St.
Langley, BC, V1M 3A6

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

To register fill out the attached form and fax it to 604-882-7300 or email to rmann@bcwood.com