



# Effective Selling at the GBM - June 20, 2018

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 have a successful tradeshow at the Global Buyers Mission. Topics include: how to question people to qualify true leads; bonding & building rapport + reading body language; how to sell at tradeshow; negotiation strategy and how to sell to different cultures (China, Japan, Mexico, India, and Korea). There will also be a follow up 90 minute refresher webinar in August prior to the Global Buyers Mission.

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

## HOW **MUCH?**

**GBM DISCOUNT RATE: \$50 PER PERSON**

**\$40 PER EACH ADDITIONAL PARTICIPANT FROM THE SAME COMPANY**

**REGULAR RATE: \$125 PER PERSON, \$115 PER EACH ADDITIONAL PARTICIPANT FROM THE SAME COMPANY**

## THE **DETAILS**

**DATE:** WEDNESDAY, JUNE 20<sup>TH</sup>, 2018, 8:30AM TO 4:30PM (LUNCH, COFFEE, AND SNACKS INCLUDED)

**LOCATION:** KPMG BUILDING - 3<sup>RD</sup> FLOOR - 8506 - 200<sup>TH</sup> STREET, LANGLEY, BC

## REGISTRATION **INFORMATION**

FIRST NAME (please print)

LAST NAME

COMPANY

ADDRESS

CITY

PROVINCE

POSTAL CODE

EMAIL

PHONE

## 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 this form and fax it to 604-882-7300 or email to [rman@bcwood.com](mailto:rman@bcwood.com)