



STEVE BLACK  
Business  
Success Coach

Learn how to double your sales in 6 months and increase your profits in today's economy in this powerful seminar!

# Success Summit

## SUCCESS IN BUSINESS & SALES IN 2012 & BEYOND



AMANDA BLACK  
Selling Different People  
Different Ways

Thurs, June 14-Pooler, GA (Savannah)-Holiday Inn Airp.

Wed., June 27-Charleston, SC-Town & Country Conf. Cntr

## **SUCCESS IN BUSINESS & SALES IN 2012 & BEYOND**

### How to Triple Your Income In Today's Economy

**NETWORKING 8:00 AM - 9:00 AM – Connect with the Best Business People in your region**

**SEMINAR 9:00 AM - 5:15 PM – Master The Skills That Are Guaranteed To Help You Increase Your Income**

We will guide you through the steps of the sales process and how to handle rejection and failure, time management and consumer psychology. This will help increase confidence, get better sales figures and also get more control of your results:

- Goal Setting & Business Planning/Sales Strategy - how to set clear income and sales goals
- Time Management - leveraging the latest tools to get an extra two hours each day
- Understanding the steps of the sales process and how they work in your specific industry
- Understanding the psychology of sales
- Develop and build rapport
- Strategies to obtain new accounts
- How to prospect your way to the top using the latest technologies
- Customer Care - how to exceed the customers expectations
- Becoming the rainmaker in your industry
- Overcoming the fear of rejection and failure
- Getting out of a sales slump and creating massive activity
- Mastery of questioning and listening techniques
- Maintaining a positive attitude
- The art of closing the sale
- Handling objections in a professional manner while getting results
- Follow up and follow through to get quality referrals
- Quality vs. Quantity - how to qualify needs, wants, issues, etc .
- Social Media Strategy - build your network, increase your visibility and get more prospects
- Facebook for business, maximizing LinkedIn, leveraging Twitter, blogging & article writing, and more

The "SUCCESS IN BUSINESS & SALES IN 2012 & BEYOND" program will help you and your team achieve mastery of the fundamentals...drastically increasing your company and individual income and productivity.



PREVIEW VIDEO  
BusinessSuccessTraining.com/1

# BusinessSuccessTraining.com

Helping You Achieve Success in Business, Internet Marketing, Sales and Entrepreneurial Wealth

800-806-1232

sales@businesssuccesstraining.com

BusinessSuccessTraining.com/2



TESTIMONIALS