



Business Success Coach
STEVE BLACK

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 2011 & BEYOND

2011



Special Guest Speaker
OMAR PERIU

Thur., Feb. 23, 2012-Sheraton Suites Ft. Laud
Tues., May 15, 2012-St. Augustine, FL - Renaissance -WGV

SUCCESS IN BUSINESS & SALES IN 2011 & BEYOND

How to Triple Your Income In Today's Economy

NETWORKING 8:00 AM - 9:00 AM – Connect with the Best Business People in South Florida

SEMINAR 9:00 AM - 5:00 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, 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 2011 & BEYOND" program will help you and your team achieve mastery of the fundamentals...drastically increasing your company and individual income and productivity. [FZgdx](http://FZgdx.com)

Business **Success** Training .com

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

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