

Announcing a powerful 1-Day Workshop...

How to sell more with less effort



Sales are the lifeblood of any business. If there are no sales, there is no business.

The problem is, most people hate to sell and they really hate being seen as “pushy”.

So, this leaves your business stuck. You know you need more sales. You’re constantly trying to push your team to hit budgets, yet month after month you keep getting a bunch of reasons why those budgets aren’t met. Reasons why your conversion rate of quotes to sales is still annoyingly lower than you want it to be. Reasons why prospects “just aren’t ready to go ahead yet”.

After a while you get worn down by your sales team and start to buy into their “reasons” (aka excuses) as to why they can’t meet their sales targets. And it’s not that they don’t want to achieve. They do. They want more customers, they want more clients. It’s just that there seems to be an invisible force holding them back from making the sales that they deserve and that your business deserves.

Who's this workshop for?

This workshop is for business owners (and their Team members) that are feeling frustrated about the level of sales in their business. It's for you if you know there has to be a better way. It's for you if you've tried sales courses in the past, but nothing seems to have worked.

This workshop is for you, if:

- ✓ You're not getting the sales you deserve
- ✓ You've got a good sales team, but they're just not performing up to their potential
- ✓ You send out lots of quotes, but not enough of them convert
- ✓ You know you've got a good product and service but are frustrated by the money your business is making
- ✓ You've tried other sales courses, but they haven't seemed to "stick"

How this workshop is different

Unfortunately, most sales courses or workshops never address the underlying issue of why people are scared to be seen as "salespeople", why they are terrified of being "pushy", and why, paradoxically, they actually end up coming across as "product pushers"...which is exactly what they were afraid of being in the first place!

Most sales courses focus on "closing lines" and "sales scripts", which frankly don't work. This workshop is different.

This workshop gets to the root cause of the problem, to actually make a difference. It then steps your team through the world's simplest model of how to really help your customers get what they need, rather than simply taking an order for what they think they want.

We call it the **Sales Cycle**, and it's a system that makes selling feel effortless and natural...because it is.

So, if you know your team needs to get better at selling, but they hate selling and especially hate being "pushy", this is the workshop you need.

Will this program work for you?

This program is based on over 22 years of working with business owners, just like you, to help them make more money, work less hours and finally get a life out of their business.

It's based on over 35,000 hours of one-one-one coaching with real business owners, just like you. The system and strategies you'll learn have been proven over and over again in real "bricks and mortar" Australian businesses.

The program is delivered by the two leading coaches from Momentum Business Improvement. David Crook and Harry Raftos have worked with business owners all over Australia in all industries. This business structuring workshop is the distillation of their combined 44 years of experience. There's no fluff, theory or highfalutin jargon in this workshop. It's a simple system, with grass roots strategies, that you'll be stepped through actually applying in your business.

What people say



“Fun & energetic presentation on getting the simple everyday things in sales exactly right to massively improve your business.”
Helen Nicola



“Simple, smart and effective method to sales. Creates a clear understanding.”
Eleni Gambrill

How this full-day workshop is structured: (Your path to more sales)

First, you'll learn the **Sales Cycle** framework. This takes you step by step through how to structure all your sales interactions so that you are helping people to buy, rather than selling them products or services.

Then, you'll roleplay applying the Sales Cycle in simple business to consumer sales scenarios. This embeds the framework into the minds of the attendees.

Lastly, but importantly, we'll apply the cycle to some customised sales situations that your team face every day. Whether you sell B to B, B to C, face to face, via phone or videoconference, this system will work for you.

So, in a nutshell, your team will walk in with a bunch of challenges and reasons why selling in your field is so hard, and walk out with a completely new paradigm that actually has them wanting to get out there and help your prospects purchase more of your products and services.

This workshop is for you if you want more sales in your business in the next 30 days and you want to get your sales team to live up to its potential.

What's required from you?

This is a Full Day Workshop for you and your team. This could be your full team, if you own a smaller business, or your key management team, if you're larger...so there's a reasonable time commitment from you.

On this one powerful day, you will learn and apply the **Sales Cycle** system that will make selling feel effortless. If you choose to undertake the program, you will be required to:

- ✓ Come with an open mind
- ✓ Participate...this is a hands-on, workshop...not a course about theory
- ✓ Stay focussed – phones will be off except during breaks
- ✓ Provide a great testimonial, once you see the value



What does it cost?

For teams up to 25 people: **\$9,997** GST Excl for the day
(excluding venue costs, catering and travel expenses)

For teams greater than 25: POA.



How it works

- Once you've enquired, we'll arrange a videoconference to ensure this workshop is right for you and to talk you through the details.
- Together, we'll book a date that works for you and your team
- You'll get some pre-work to complete. This ensures we can best customise the workshop for your needs and gets your heads in the game.
- We'll liaise with the venue and handle all the room requirements.

How quickly can you run this workshop for my team?

Normally we can run a workshop within 4 weeks of you making contact, but these workshops are in high demand.

How do I enquire?

Simply click on this [link](#) and fill in the form. We'll be in contact. It's as simple as that.

Our "100% Love the Workshop or Your Money Back" guarantee

*"If you and your team attend the workshop,
and you don't believe you got amazing value...
we'll give you back all the money you paid us!"*

**We can only run 2 of these workshops a month, so places are extremely limited...
click on the [link](#) now to register your interest!**

Enquire Now