



“CLOSE THE SALE” TRAINING PROGRAM

**WESTERN SYDNEY
BUSINESS CENTRE**

Close the Sale' is a three-month program designed to help you learn new sales skills, test them in the workplace, refine them with an experienced sales professional, change your behaviour, and enjoy your sales success.

Program Details

Date

Six Sessions, commencing Friday 14th October.

Session Dates: Friday 14th October 2016
Friday 21st October 2016
Friday 28th October 2016
Friday 11th November 2016
Friday 25th November 2016
Friday 9th December 2016

Time

9:00am – 12:30pm (3.5 hour sessions)

Venue

PENRITH – Western Sydney Business Centre Head Office – Suite 1, Level 1, 111 Henry Street, Penrith

Cost

\$240 per person

Western Sydney Business Centre and the NSW Small Biz Connect Program are subsidising \$1,450pp, bringing the value of this program to \$1,690 per person.

Bookings

Please phone our head office on 02 4721 5011 to receive the Enrolment Form. Spots are first in best dressed. Payment is required to be made in full in advance. Booking will only be confirmed once payment is received. **Spaces are limited.**

Program Overview

- Develop an Effective Sales Plan
- Telephone Appointment Qualifying Plan and Strategy
- Effective Management of Questions and Objections via email, phone and face to face communications.
- Telephone Plan 'Role Playing' Implementation
- Develop a Face to Face Appointment Strategy
- Face to Face 'Role Playing' Implementation
- Offsite Support for each of the six workshops

Program Facilitators

VANESSA VAN WYK - BINARIX CORPORATION

Vanessa has over 20 years of experience in the art of sales and marketing. She has been responsible for directing organisational strategies and alliances for market growth both at strategic and operational levels. Vanessa has been delivering workshops on the behalf of the Centre for the past 8 years. Her energetic and vibrant personality promotes an enjoyable and interactive training atmosphere.

MANLIO CAPOBIANCO – BINARIX CORPORATION

Manlio has over 25 years experience in Sales and Marketing Management. As a coach, mentor and training facilitator, Manlio works within State and Federal Training Programs, including, Small Business Growth Programs, Young Entrepreneurs Programs and Women in Business. He also facilitates training within Top 100 companies through to SMEs. As a co-founder of Binarix, Manlio has been at the forefront of developing both our Small Business Training Programs for SMEs as well as our Tailored Programs for corporate teams, in the areas of sales, customer service and sales leadership.