

# BBB Management Training: Selling Like A Pro



## About the Training:

"*Selling Like A Pro*", based on key concepts of renowned sales expert, trainer and author Brian Tracy, will be facilitated by **Jamie MacDonald, *Maximum Impact Training and Development***.

## What you will learn:

- The 8 crucial steps to making a sale
- What you absolutely need to know *before* attempting a sale
- Why the customer's concerns are more important than your product or service.

## About Jamie:



Jamie began his career as an Administration Officer with the Royal Bank of Canada. He subsequently moved into a sales position with a leading Canadian life insurer. He launched a unique Canadian mutual fund company, where he was responsible for the recruiting, training and sales management areas of the business. Jamie is a dynamic and effective communicator, genuine in his care for people and his belief in the potential of each individual.

**WHEN:** Thursday, December 3, 9am—4pm

**WHERE:** 417—788 Beatty Street, Vancouver

**FEE:** Non-BBB Accredited \$295 + GST/person; BBB Accredited \$149 + GST/person

**REGISTER:** Susan Hooper, 604-681-0312 (ext. 316) or send in the form below

## **REGISTER NOW! Limited seats available**

*Fax the completed form to 604.681.1544 or email [SusanH@mbc.bbb.org](mailto:SusanH@mbc.bbb.org)*

Contact Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax/Email: \_\_\_\_\_

Amount enclosed: (Non BBB Accredited) \$295 x \_\_\_\_ (# of participants) + GST = Total: \$ \_\_\_\_\_

(BBB Accredited) \$149 x \_\_\_\_ (# of participants) + GST = Total: \$ \_\_\_\_\_

VISA     MASTERCARD     Cheque (Payable to the Better Business Bureau)

Card # \_\_\_\_\_ Expiry: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

GST #106790645RT

***No cancellations or refunds; replacement participants are welcome.***