



Raise Your Customer-Focus, Raise Your Sales

February 28, 2017 * 1:30 p.m. – 4:00 p.m. * Burlingame Public Library, Lane Room
Presenter: Michael Neuendorff, PCC * The Growth Coach

How will you raise your sales numbers this year? One surefire way to do it is to raise your focus on the customer. What does this mean?

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|--------------------------|------------------------|-------------------------|
| - Be less transactional | - Be less salesy | - Be more consultative |
| - Be more conversational | - Ask fewer questions | - Listen more |
| - Don't assume | - Ask better questions | - Be less of yourself |
| - Be more adaptive | - Don't procrastinate | - Follow up as expected |
| - Prove your worth | - Don't expect trust | - Be patient |
| - Don't be impatient | - Ask for less | - Give more |

Be more customer-focused in 2017 and raise your sales. Attend this free sales training seminar and dive into these subjects to get ideas on performing better this year. This material has proven effective in putting salespeople on track to meet or exceed quota by changing the way they approach their work.

If you are in sales, attend. If you own a business and need to sell, attend. If you run a business with salespeople, have them attend.

Attendees will receive a free code to take a DiSC Sales Profile assessment upon completion, which will help them to better understand themselves and adapt to meet their prospect's needs to accelerate sales.

Register now as space is limited.

Burlingame Chamber members – FREE
Non-Chamber members – \$20.00

Signup Info: **Company** _____
 Contact _____
 Email _____
 Address _____