

Learn How to Increase Sales in a Challenging Economy

Gain a solid understanding of why people buy and why they should buy from you!



REGISTER NOW

"Sales is a conversation, or series of conversations, leading to help someone choose to do business with you."

"To sell more and retain business you must understand what prospects want and provide them with outstanding value."

"The best salespeople always ask the best questions, are the best listeners, and are the best story tellers."

"If you ask the right questions, and listen to the answers, your prospects will tell you everything needed in order to sell to them."

If you are a:

- Business Owner, Partner, CEO, Decision Maker
- Sales Manager, Salesperson
- Marketing Director, Marketing Representative

and need to grow your business, generate more leads to get more sales opportunities and increase revenue, this fast-paced sales seminar is for you!

You will benefit by:

- Understanding the *most important thing you can do when sales are down*
- Staying "top-of-mind" with prospects and customers (and why you need to)
- Understanding why people buy and why they should buy from you
- Learning "Conversational Selling Skills" for closing business
- Understanding how to shorten your sales cycle
- Learning to better manage your salespeople

REGISTER NOW

You will not want to miss this informative and important seminar on Wednesday, January 30, 2013!



BUSINESS GROWTH NETWORK

The Business Growth Network (BGN), founded in 2003, is a community of entrepreneurs who participate in monthly small group meetings and larger quarterly events in order to find ways to "work on their business and not just work in their business".

Please join **BGN's Discussion Group on LinkedIn (Business Growth Network NYC)** to gain valuable insight into operating a successful business, and discuss management and important business issues with other business owners.

Please contact Michael Gansl at 917-848-6163 or mgansl@gmail.com for more information about the **[Business Growth Network](#)**.

Jeff Goldberg is an award-winning sales professional speaker with the ability to inspire, engage and entertain salespeople while they laugh and learn. With almost four decades of sales, sales training and sales management experience, he has taught, coached, mentored and presented in front of thousands of sales professionals in a diverse array of industries. Jeff is also the co-author of two books ("Leverage Your Laziness!" and "How to Be Your Own Coach-Six Simple Questions for Achieving Your Goals"). You can find him at www.jgsalespro.com.

Date and Time: Wednesday, January 30, 2012—7:45am Registration
8am - 10am - Presentation; 10am-10:30am - Q&A;
11am - Open Networking/Business Card Exchange

Where: Conference Center, 60 East 42nd St., NY

Cost: \$99 for one; \$49 each for two (special code TwoPerson)
Group rates available; breakfast included

Don't miss this valuable seminar. Seats are limited!
Register today at: www.bgnonline.com
OR call Michael Gansl at: 917-848-6163

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