



AICC

Upcoming Sales Webinars

**All three webinars are taught by John Bacot,*

Vice President of AICC and Certified Spin Selling® Trainer.

All Webinars offered 2X: 9:30am and 11:30am Eastern Standard Time

Truth or Lies, Real or Fake, Suspect or Prospect?

WebCast Recording Available

Please send me the link!

- How well do you prospect?
- Can you tell a suspect from a prospect?
- Can you distinguish between a suspect pretending to be a prospect and a real prospect?
- How many real prospects do you fail to identify?

If you have trouble answering these questions, or would like to know the answers to them, then this webinar is tailor made for you. John will present a fail-proof prospecting method that will keep you from wasting time with non-prospects, and tell you exactly who the real prospects are. If you need prospects, you need this webinar.

The Sales Cycle

WebCast Recording Available

Please Send me the link!

- Do you know how long it takes to close a sale?
- Do you keep track of your time with the prospect and when you're not with the prospect?
- Do you have a plan of attack for each sale? Do you have pre-planned steps and contingency plans that work?

There's a proven formula. If you take a prospect through it, they will either buy from you or tell you to go away long before the time it used to take you to close a sale. Come learn the plan for closing sales with a proven methodology that lets the prospect close the sale on their own.

It's Not the Product

It's the Experience

Date: January 22, 2010

Sign us up! Cost: \$150

- What makes a prospect or a customer buy from you? Not just buy, but buy FROM you?
- What are the cues that buyers give you that they are ready to buy? Can you name them?
- Do you know them when you see them?
- How many times do you have them to ask to buy from you? What if you didn't have to ask? What makes a prospect buy something? What makes them say "yes!"?

Join us for this webinar and learn why prospects and customers buy and why they'll buy from

AMOUNT ENCLOSED/TO Charge _____

Registration is by location. Each location needs to have a speaker phone, a computer with internet connection, and a monitor or projection screen viewable by all.

Name(s): _____

Company: _____

Street Address: _____

City: _____

State: _____ Zip: _____

Email: _____

Method of Payment:

Sign up for all three and pay \$400!

Credit Card Check (made payable to AICC)

Type of Card: _____

Card Number: _____

Name on Card: _____

Expiration Date: _____

Signature: _____