



*Audioweb Series
and Seminar*

“New Business/Account Growth Sales Dynamics”

CEMENTING THE DEAL

Friday, July 24th at 12 Noon EDT/11 a.m. CDT And 12 Noon MDT/11 a.m. PDT

Length: 1 Hour

..AND a 1 and 1/2 day INTENSIVE SALES TRAINING COURSE!

Class will be held August 18-19, 2009.

The Webinar: John Bacot recaps the process for Finding Prospects, Making the Call, and finally, Cementing the Deal in this one hour sales webinar session. It’s a class you don’t want to miss!

The Final Seminar: John Bacot gives you his two day intensive focus on the Selling Process, walking you through the steps to successful prospecting, selling and cementing the deal. Here you will learn the process by taking real customer case studies, developing your lead letter, structuring your sales call, role playing and developing your personal sales strategy. The class to be held at the Squaw Creek Hotel in Squaw Valley, California will include intensive sales-buyer interaction training and discussion. Attendees will be asked to compose and bring for presentation case studies of sales opportunities they experienced over the course of this year.

Attendees will develop the specific skills and strategies they need to shorten the sales cycle, strengthen customer relationships, and deliver real, measurable value to your customer. Learn how to plan for a successful sales call that moves the sale forward, ask the right questions and avoid objections by offering true needs based solutions. Develop real customer needs that motivate your customers to buy, and much more.

Registration for the webinar is by location regardless of the number of people will participating in the conference at one location. Location needs to have a speaker phone, a computer with internet connection, and a monitor or projection screen viewable by all.

Sign me up for “New Business Account/
Growth Sales Dynamics” Seminar and
Webinar

Please circle your choice:

The Seminar and Webinar \$995

Webinar Only \$150

Total Payment (USD): _____

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