

Snakes and Ladders Workshops

Hampshire based workshops
Held on a Friday: 09.45 till 15.30

What's stopping you going all out for great business this year?

Not great at marketing yourself in an appealing way?



Terrified about following up?



Cannot get to grips with the business of running a business?



Too much drinking coffee not enough sales and billing?



Want some help with writing great attention seeking sales letters and understanding how to follow these up effectively? Sort it by book by ticking here to find out about:

- The AIDA principle
- How to put together great headlines
- Features and benefits – what they are and how to find them
- Using appropriate language including humour and “cerebral words”
- 15 common copywriting mistakes and how to avoid them
- Using a copy checklist each time you send a communication
- Getting to grips with cold call fear
- Making a good follow up phone call

Need to get over that dreaded Business PMT Now don't hesitate you procrastinators, book by ticking here to understand how to:

- Find out what type of procrastinator you are
- Nail those personal strengths, weaknesses, habits and behaviours
- Define your goals and the step by step way to achieve them
- Get motivated and staying motivated
- Get to grips with planning and prioritising
- Manage time stealers
- Learn how to say “NO”
- Handle Overload

Crikey! They even give us lunch!!!

Any dietary challenges? Write in here

Want some help with understanding how to sell and getting them to sign on the dotted line? This workshop will certainly deliver that! Come along to find out more about:

- Evaluating your sales effort
- Finding the time for sales activity
- Getting your clients and contacts to sell you more effectively
- Making that first call work for you by creating a great opening statement
- Judging how to pitch to different temperaments
- 29 top open-ended questions
- Anticipating objections – and therefore knowing how to deal with them!
- Getting an insight into negotiation skill

E-mail us to find out the next available workshop date, put how many attendees per event in the box and then complete and return a copy of the form below with your cheque for £99.88* (£85 plus VAT) per person per workshop made out to Business Fulcrum Limited and send to 76 Porteous Crescent, Chandlers Ford, Hants, SO53 2DH.

Name.....

Company.....

Address.....

Telephone.....E-mail.....

Great Marketing & follow up:
Dealing with Business PMT
More Sales Please

Any queries? Contact Val Down via val@ukact.co.uk/01489 781758 or Jane Buswell via janebuswell@businessfulcrum.co.uk/07970 632077

*sorry, no refunds for cancellations made less than 5 working days before the workshop date