

Myprofile - Rainmaker Seminar

Relationship Selling

More than just selling to customers; it's building trusting relationships

We're all in sales. We sell daily to our clients, our candidates or our colleagues. Selling is a way of doing business and we should be good at it.

Seminar Content

The **Relationship Selling Seminar** takes you through the various aspects of relationships between people and teaches you a structured process to enhance your ability to work with clients and colleagues. With this knowledge you will become an outstanding individual in your organisation or business.

Combining practical experience, technology, human psychology and leading thinking in business, you will learn more about your behavioural style and how to communicate with customers of different styles.

Your versatility in being able to do this makes customers feel comfortable with you and improves your success and increases your sales.

About the Presenter



Dedicated to helping people reach their potential, **Nathan Chanesman** is a leading expert on personality and leadership styles and business relationships. As a coach and trainer his seminars, training and keynote addresses are used by organisations to improve their sales strategies and gain a

competitive edge in today's demanding business environment.

Nathan has been presenting to conferences, seminars and workshops for over 15 years with rave reviews. His Relationship Selling seminars have inspired people to reach their potential and helped hundreds of people improve their effectiveness.

Co-Founder and CEO of www.myprofile.com.au Nathan and his partner have developed behavioural assessment tools for recruitment, coaching, sales and parent child relationships.



Seminar Outcomes

In this full day workshop you will

- Learn how to use powerful selling techniques to increase your sales
- Understand your customers and build new relationships with them
- Discover your behavioural style and how to recognise the styles of others
- Make behavioural-based decisions about your sales presentations
- Learn how to adapt your style and make others comfortable in making buying decisions
- Learn how to tailor different presentations to match each customer style
- Develop closing proposition tailored to suit each customer
- Develop key principles in getting the customer to say 'YES'
- Increase your chances of sales success by 100%
- Break behavioural patterns that hold you back
- Learn to get along and accomplish more with colleagues and managers

This high impact, customized seminar will provide you with specific strategies that will enable you to achieve peak sales performance, improve customer satisfaction, add and keep customers for life, increase your referrals, and dramatically increase your sales and earning power.

Relationship Selling Seminar Registration Form

Seminar Schedule

Please indicate which seminar you will be attending

- Sydney CBD: Tuesday 13th February 2007
Venue: The Grace Hotel
77 York Street, Cnr King St.
- Brisbane CBD Thursday 15th February 2007
Venue will be confirmed on receipt of
your registration form
- Melbourne CBD Tuesday 20th February 2007
Venue will be confirmed on receipt of
your registration form
- Parramatta Thursday 22nd February 2007
Venue will be confirmed on receipt of
your registration form

Registration / Tax Invoice

Please fax this Seminar Registration Form to Rainmaker Management Pty Ltd Fax (02) 9332 4699.

If posting, please keep a copy for your records

Name _____

Position _____

Company _____

Address _____

Phone _____

Mobile _____

Email _____

Attendees Names

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Registration Fee

Duration: 8.30am – 4.30pm

Fees: \$395.00 per person including GST
EARLY BIRD: \$350 pp if paid by 12th January 07

Includes: Tea and coffee breaks.
Personal profile, individual coaching
guide and assessment report

Cancellations

Full refund if notice is received two weeks
prior to the seminar. 50% refund if
cancellation is received one week prior.

In-house Programs

This seminar can be tailored for your own
organisation for 10 or more participants. For
more details please contact Nathan
Chanesman on mobile 0418 100 012 or

Email: nathan@rainmakermanagement.com.au

Payment Details

Total payment \$ _____ for _____ attendees

Direct Deposit
Bank St. George
BSB 112 879
Account 155482260

Cheque payable to
Rainmaker Management Pty Ltd

Credit Card

Visa MasterCard Diners Amex

Card No _____

Expiry Date _____

Cardholder's name _____

Signature _____

Fax, post or email with payment to

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