



FIRESIDE CONVERSATION

THE ACCIDENTAL SALESMAN

How to be a Powerful Rainmaker

When asked business owners will lament that whilst they are confident with delivering on what the business does, they are not comfortable with being the salesman for the business. They feel they took on the role of salesman by accident!

In order to meet the challenge of growing a business in the current economic climate, the business owner understands they must become a powerful rainmaker for the business to thrive. However, they struggle with knowing how to become that person.

This interactive workshop is designed to provide the business owner with an approach to business development that will give them the tools and skills to approach selling their businesses with confidence.

Over a bowl of hot soup & crusty bread, you will learn how to be a powerful rainmaker through building relationships by:

- Asking meaningful questions
- Listening to and analyse the answers
- Understanding the prospect's needs
- Building solutions into the selling proposition
- Presenting your sales proposition
- Closing the sale and determining what's next

Don't miss this opportunity
to attend an interactive workshop
that will provide you with the tools
to ensure your business thrives

Date

Thursday 22 July 2021
5.00pm - 7.30pm

Location

The Apple Farm
77 Clarke Road
OB Flat SA 5291

Investment - \$38.50 (inc GST)+ booking fee

To Book Your Place

Click on the following link or contact Duncan Redman on
duncan@daretodreammentoring.com.au
0412 812 573 or 08 8372 7852

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A donation of \$10 from every ticket sold will be made to **Four Reasons Why**



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