



# Sales Consultants Pty Ltd

*Sales performance assured*

## Increase Sales Through Your Sales Style

*This half day private workshop could change your selling career  
Participant numbers are limited*

### Who should attend?

Professionals, consultants, sales representatives, account managers, sales managers, sales directors and business owners.

### Benefits of attending:

- ✓ Identify your **preferred selling style**
- ✓ Understand the various **buying styles**
- ✓ Improve **results with ease** and confidence

This half day **workshop will assist you to:**

- Identify the **consequences and/or strengths** of your selling style when you are relating with your prospects and clients
- Better understand the **buying style tendencies** of your client and learn to interact with them more effectively
- Determine your preferred **selling style** and **work environment**, to more intentionally select the **best sales role, structure, and responsibilities** for you
- Develop a **plan** to increase your **Sales Style flexibility** and effectiveness during **sales conversations** with prospects, clients and in your team member **interactions**

### Facilitator: Kurt Newman FAIM

Kurt Newman is the co founder and Managing Director of Sales Consultant's Pty Ltd a firm that was established in 1990. The company works with clients to increase sales and reduce the cost of selling.

Kurt's expertise is in developing sales people's selling competence to level 6, the highest level in professional selling. The sales people and companies he works with operate in relationship or complex selling environments. His services are sought after by sales management for strategic as well as skills development; implementation of tailored group structured sales training and infield sales coaching.

As a sales person he is one of the select few who have successfully sold products and services at a sales award winning level in all four major market/product segments: new product sales, consultative sales, relationship sales and retail. Kurt's career has been broad-based. He has been involved in activities ranging from addressing boards of directors to selling products or services into homes.

During his selling career Kurt created sales records for three companies in two industries and won many sales awards, titles and interstate/overseas trips for outstanding performance.

As a consultant and facilitator Kurt works across all industries and market segments. He is a coach and mentor to many sales people who have vastly improved their sales careers or have progressed to sales director roles.

Kurt has been interviewed on the Qantas In-flight Radio Program 'Talking Business' and is a regular contributor to the BNET Report a weekly business podcast. His blogs have been printed in magazines and are used by business advisory websites. He is a fellow of the Australian Institute of Management and is a Licensed Associate of The Consulting Resource Group (Canada).



Kurt Newman

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**Venue details:**

**When:** Thursday August 26, 2010

**Time:** 8:15am for an 8:30am start

**Finish:** 12:15pm

**Where:** Kirribilli Club Ltd  
11 Harbourview Crescent  
Lavender Bay 2060

**Cost:** \$495.00 per person inclusive of GST, workshop materials valued at \$75.00, coffee and tea on arrival, morning tea and light refreshments

**Bonus Offer: We will let you know the selling style of the salesperson/s you send and how to best manage them.**

**Enrol 3 and the 4<sup>th</sup> is at no charge**

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**What others have said:**

*"Well presented, light hearted, informative and presented in a non aggressive or condescending style. Very educational."*

Cambell Ring  
Metropolitan Service Manager  
SKILLED

*"I recently spent a half day with Kurt Newman on the 'Increasing Sales Through Your Sales Style' training.*

*Knowing what type of salesperson you are (not as simple as many would think) and then acknowledging that there are numerous ways in which people think, speak and act, opened up a whole new world of selling techniques. The course shows that we are all just people, but there are many 'styles' in which we behave, but most importantly, how to understand and adapt to these styles in a sales environment.*

*I would highly recommend it to anyone who has to deal with customers on a daily basis."*

Best Regards,

Nathan James  
New Passenger Car Sales  
Pre – Owned Sales Manager  
Macarthur Mercedes-Benz

*"I found the Sales Style Workshop to be incredibly powerful, simple and easy to remember which makes it more effective in my daily working (and personal) life especially the Style Shifting technique that Kurt shares. For over 21 years I have read and attended many sales education programs and this is simply the best of all – mind blowing and amazingly uncomplicated and all in just half a day. If you are serious about your sales career then this workshop is a must."*

Regards  
Paul Rahme  
Founder & CEO  
vEO International

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**To Book Now**

Phone 02 9453 9288 with your details or complete this form and fax to 02 8569 0924.

Title (Mr, Ms...) \_\_\_\_\_

Given Name \_\_\_\_\_

Surname \_\_\_\_\_

Job Title \_\_\_\_\_

Company Name \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

**Payment Options:**

Direct transfer, cheque or credit card

**Direct Transfer**

Name: Sales Consultants Pty Ltd

Account Number: 012 298 (BSB) 499 223 296 Account Number

**Cheque**

Please complete the remittance advice and attach your cheque made out to Sales Consultants Pty Ltd and mail to: PO Box 396 Forestville 2087 NSW

Name: \_\_\_\_\_ Company: \_\_\_\_\_ Date: \_\_\_\_\_

Number of people attending: \_\_\_\_\_ Amount: \_\_\_\_\_

**Credit Card**

You can pay by Mastercard or Visa Card but it will attract a surcharge of 2.75%. Simply let us know that you want to pay by credit card and we will email a PayPal request for payment. It's easy to complete.

**Privacy policy**

You have received this correspondence because you or your company is known to Evo Marketing or Sales Consultants Pty Ltd. We do not want to inconvenience anyone by sending mail they do not want to receive. If you want to be removed from future mailings please forward to [kurt@salesconsultants.com.au](mailto:kurt@salesconsultants.com.au) and type REMOVE in the subject line. Our purpose is to keep you informed of Sales Consultants workshops and services and demonstrate how these can be of real commercial value to you and your company. If you find this information interesting, please pass it onto your colleagues

**Terms and conditions****1. Event cancellation**

If you are unable to attend, and cannot find someone else to take your place, you can cancel the booking up to 3 days before the event provided the cancellation is IN WRITING.

Cancellation:

- a) Cancellations will be accepted by EMAIL or FAX ONLY
- b) You can transfer the refund credit to another nominated person
- c) A refund within the 3 days leading up to the event will NOT be given. Payment is in FULL.

After the event cancellation:

A refund or a credit refund will NOT be issued

**2. Credit Card Surcharge**

Event invoices paid by credit card will attract a surcharge of 1.75%. Payment either by cheque or direct deposit to our bank account is preferred and payable on booking.