

## Business Strategies In A Tough Economy

### “How to Sell When No One is Buying”

Presented By: Jane Miller, Jane Miller and Associates

*Date:* Wednesday, July 15, 2009  
*Time:* 7:45 am Registration  
 8 – 10 am Program  
*Location:* Chamber Office, 728 Walnut Street, Lebanon  
*Cost:* \$15 per person Chamber Members (Paid in Advance or at the Door)  
 \$20 per person Chamber Members (If Invoiced)  
 \$25 per person Non-Members



In this workshop, attendees will explore their current sales strategies and develop a fresh approach to not only survive, but THRIVE, in an erratic marketplace. Using a hands-on approach typical of her dynamic events, Jane Miller will guide attendees to creating the attitude and aptitude necessary to engage prospects and enroll buyers.

#### AS AN ACTIVE PARTICIPANT, YOU WILL . . .

- Discover the TOP Sales Activities that have the highest value and highest impact.
- Find the key to CONSISTENT results.
- Learn how to JUMP START slumping sales with proven Performance-Enhancers.
- Grasp the idea that YOU need to be SEEN and SEE how you LOOK.
- ADMIT to your worst habits and KICK them to the curb.
- Uncover the TOP ways to CONNECT with prospects and buyers today.
- Learn how to get OFF THE ROAD and IN FRONT OF buyers.
- Turn Up the WOW factor with innovative strategies that BUILD MOMENTUM.
- GO BACK to the Future with RETRO tactics.
- CAPTURE and COMMIT to two behaviors you KNOW will work, if only you'd do them.
- BUILD a network to keep you ON TRACK.
- EMPOWER yourself with the HABITS that unsuccessful salespeople just WON'T DO.
- Get a Glimpse on how to ADVANCE your salesmanship to the LEVEL you choose.

#### Business Strategies In A Tough Economy : How To Sell When No One Is Buying

RSVP by: Monday, July 13, 2009

**Business/Organization :** \_\_\_\_\_ **Phone:** (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

**Name (s):** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Cost:** \$15 per person Chamber Members Paid in Advance or at the Door; \$20 per person Chamber Members if invoiced;  
 \$25 per person Non-Members

**Number Attending:** \_\_\_\_\_

#### Payment Information

\_\_\_\_ Will pay at the door

\_\_\_\_ My Check for \$ \_\_\_\_\_ is enclosed

\_\_\_\_ Charge my Credit Card: MC/Visa \_\_\_\_\_

Expires \_\_\_\_\_ CSC# \_\_\_\_\_ Cardholder's Signature \_\_\_\_\_

**Return Registration:** By mail: PO Box 899, 728 Walnut Street, Lebanon, PA 17042-0899. By fax: (717) 273-7940. Email: PKreiser@LVChamber.org. Call (717) 273-3727 with any questions.

**Cancellation Policy:** To cancel your registration, please notify the Chamber at least 2 business days before the start of the program. Substitutions are always welcome.