

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: _____

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 \$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.