



Prospecting and Networking

Clients are the lifeblood of any salesperson or business, so where do you start looking?

If you have just started in sales or you are a seasoned campaigner wanting to take the next level, then this program will help you. Discover how top performers find their clients, what they continually do and what they don't do.

In this half day seminar you will learn:

- How to market yourself
- Where to find new clients
- That attitude is everything
- To Plan your prospecting
- How to work your BDA
- The importance of looking after every client
- How to become a people magnet
- How to get referrals

And much, much more!

About the speaker

Our Training Facilitator has over 3,000 hours of training experience, extensive business and marketing experience and is a specialist in his field. He conducts his training sessions with passion, enthusiasm and purpose.

"At **Totally Focussed Training** we don't believe in any quick fix remedies. Our goal is to have our clients leave with tools that will help them change their lives."



TOTALLYFOCUSSEDTRAINING

"focus creates opportunity"

Contact Us

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