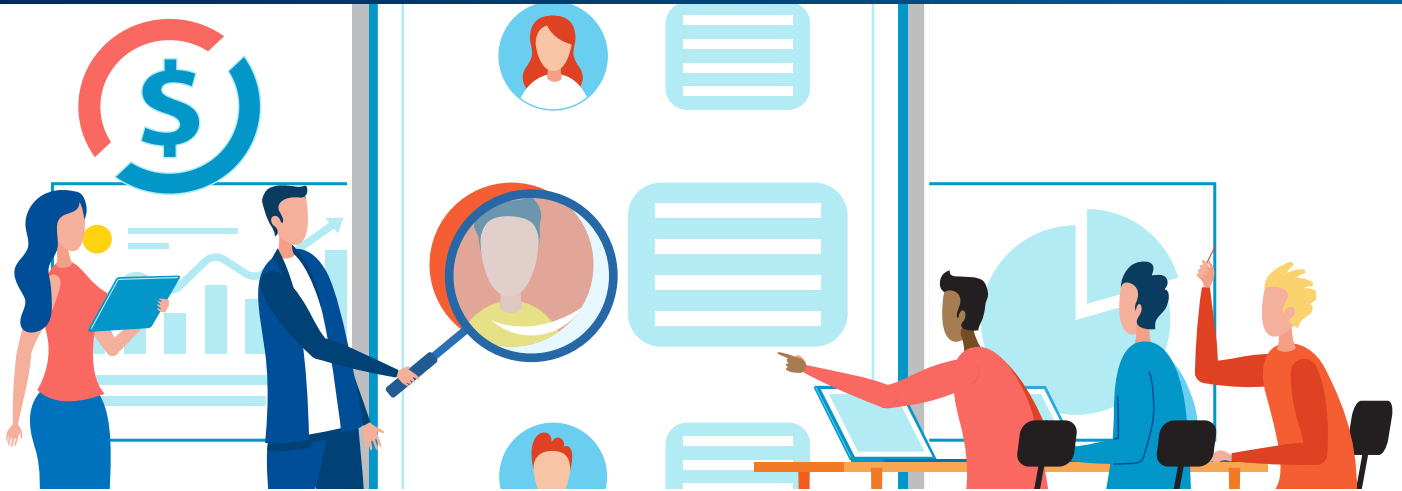


# SalesRICH

*Turn Sales into Profits!*



**E**ver wonder why most sales people struggle to get their prospects to sign on the dotted line time after time? What makes some prospects so reluctant to buy, even when you know just as well as they do that what you are offering them is exactly what they need? How can you reduce their resistance to your sales efforts while at the same time making it easy for them to buy? Our powerful 'Formula for Change' is the key. Learn what it is and how to harness its power in your business so that your sales team can truly become a sales force.

## Selling SMART Sales Goals

By far the majority of small businesses don't have any sales goals in place—and those that do probably find that they never meet most of them. Does this sound like you?

Do you set yourself and your business too many or too few goals each year? If so, it's probably because you are setting yourself up for failure by not ensuring your goals are SMART.

By attending our **SalesRICH** workshop, you will know exactly what SMART goals are and how to set them for your business.

## Priceless Things You'll Learn at **SalesRICH**:

- Conversion techniques, rapport building skills and communication strategies
- How the sales process should flow
- How to get customers to sell themselves
- How to overcome any objection
- How to set up a sale from the first contact
- How to ask great questions
- How to ask for the sale time after time

## Who should attend?

If you're in business to make money, you need to put your sales team through our **SalesRICH** workshop right now. So call to get in touch with your local **ActionCOACH** today!

**REAL PEOPLE.  
REAL RESULTS.**

## Contact

**COACH:**

P:

E:

W:



/ActionCOACHBusinessCoaching



@actioncoach



/company/ActionCOACH

1. **We Guarantee** results, and that you'll be able to "Find our Fee" in your business within 17 weeks of **ActionCOACH** coaching your company or your coaching is **FREE!**
2. **We Guarantee** to tell the truth about you and your business no matter how uncomfortable it may be, or how hard it is to share with you the realities of your business and the changes you need to make.
3. **We Guarantee** you a "business re-education" that shows how your business really works and how to successfully grow your company as well as how to apply your new knowledge to any business situation.
4. **We Guarantee** complete confidentiality.
5. **We Guarantee** a personalised approach to your business.
6. **We Guarantee** a proven system and methodology that is designed to multiply profits in your business, with complete access to our proprietary system of coaching strategies, systems, programs, and services.
7. **We Guarantee** to show you how **ActionCOACH** defines business success, and how to build a commercial, profitable enterprise that works without you.



## Objective accountability that is valuable...

“My ActionCOACH is invested in the success of my business, but it's not 'his' business, and this gives him an unbiased viewpoint where I might struggle to maintain objectivity.

— **Andrew Law**, United Kingdom

## Like a Cliffnotes to Success!

“Our Coach has increased our sales tremendously, asked us the tough questions that has motivated us past what we thought we could do on our own! He is excellent at what he does, and he has years of experience in the business world that he shares, which has helped us follow the right paths. Get ready to grow and get ready to thrive with ActionCOACH on your team!

— **Stockton Builders**, United States

## Experience & Passion

“I have had several dealings with my ActionCOACH from Geelong, Australia. He is an extremely dedicated and experienced business coach who can really add enormous value to sales focused businesses. I would have absolutely no hesitation in recommending ActionCOACH to small to medium sized businesses across virtually all industries.

— **Paul Codd**, Australia