

Continuous Development for Success

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**Website:**  
www.WinningWaysInc.com

**Expertise:**

Challenging, motivating and inspiring others through: Goal Setting & Achievement, Strategic Planning, Selling Development, Leadership Development, Facilitation Skills and Youth Leadership Development

**Personal Dream:**

"To do what I love and get paid for it!"

**Past Participants:**

Real Estate agents, Mortgage lenders, Gift shop owner, Communications company owners, Office Supplies salesperson, Marketing professionals, Payment processors, University administrators and admission officers, Insurance agents, Educators, Sales people, Consultants, Contractors, Cabling company, Retail, Audio-Visual, Massage therapist, Government contractors, Clutter organizer

**Winning Ways** is your source for personal and professional development. We help entrepreneurs, organizations, and individuals develop clear and concise goals and plans plus the strategies to implement them.

## ***Winning at Sales***

Presented by  
Joan Fletcher  
President, Winning Ways Inc.

**"This program is intended for all salespeople and business owners who have never been certified in sales and want to become superstars and want to create outstanding sales results for themselves and their organizations."**

- ✓ Participants will define sales goals and develop a sales system.
- ✓ Topics include: tracking system, stay-in-touch system, strategies to keep the funnel full, determining difference between suspects and prospects, pre-call preparation and calling techniques, networking methods, active listening techniques, presentation skills, creating urgency, effective questioning techniques, balanced score card, proposals, follow-up, stalls and objections and more.
- ✓ Sessions include time to practice, role play and apply concepts to your business.

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**Begins on September 17, 2009**  
(10 week course and one follow-up coaching call)  
**Thursdays: 9:00am to 11:00am**

**Location:**  
**Stratford University**  
7777 Leesburg Pike  
Falls Church, VA 22043

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**Testimonials:**

"This program really digs in deep to pull out a person's potential. I had no idea I'd walk away with so much knowledge and improved skills.

Highly recommended!"

**Anne Poole**  
Excel Group

**Winning Ways Inc.**  
***Your Goals, Achieved!***

*Please let us know if there is anything we can do for you:*

- **Strategic Planning** specifically for the over-achieving business owner
- **Sales Training and Development** specifically for business owners and others not certified in sales
- **Executive Coaching** specifically for executives who know they have more potential than they are using
- **Workshops or Seminars** leadership, sales, goal achievement, teamwork, communication skills

Contact joanfletcher Winningways, inc. at 703-225-3355 or jfletcher@winningwaysinc.com.

## Registration Form

Please print this form. Fill in the information below.  
FAX completed form with your credit card information to (866)475-9625 or  
MAIL completed form with your check or credit card information to:

**Winning Ways Inc.**  
**11325 Random Hills Road, Suite 360**  
**Fairfax, VA, 22030**

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

Company: \_\_\_\_\_ Title: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

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### *“Winning at Sales”*

**Begins September 17, 2009, Thursdays, 9:00am to 11:00am**  
(10 week course and one follow-up coaching call)

- \$2500 (one payment)
- \$2800 (4-\$700 payments, 9/1, 10/1, 11/1 and 12/1)

**\*Cancellation Policy:** 50% refund for cancellation received before the 2nd class. No refund granted after this date.

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Payment Method: (check one)     Visa     MasterCard     Check

Name on Credit Card: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

