



***“Prepare for Sale Success in 2009!”
Attend Joan’s “Winning at Sales Class”
and Discover How...***

Name: Joan Fletcher
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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 that need and/or want to become superstars and those that 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.

January 30, 2009

(10 week course and one follow-up coaching call)

Fridays: 9:00am to 11:00am

Location: TBD

Seating is limited, register today!!!

Testimonials:

"This class taught me new sales techniques and reminded me of sales basics I had not explored enough. By embracing the practices outlined in class I have been able to increase my sales by 50%! My outlook has changed not only about my work, but about my daily life. I credit Joan and her class for opening my eyes and mind to a clearer path to success."

Lisa Buchanan, Account Executive
InterfaceFLOR, LLC

Registration Form

Please print this form. Fill in the information below.
FAX completed form with your credit card information to (703)385-5286 or
MAIL completed form with your check or credit card information to:

Winning Ways Inc.
3312 Saddlestone Court
Oakton, VA 22124

Name: _____ Date: _____
Company: _____ Title: _____
Address: _____

City: _____ State: _____ Zip: _____
Phone: _____ Mobile Phone: _____
E-mail Address: _____

“Winning at Sales”

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(10 week course and one follow-up coaching call)

- \$2500 (one payment)
 \$700 (4 payments, 2/1, 3/1, 4/1 and 5/1)

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

Payment Method: (check one) Visa MasterCard Check

Name on Credit Card: _____

Credit Card Number: _____ Expiration Date: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Signature: _____

