

TOP GUN PROGRAMME

The workshop we run covers:

- Creating a positive belief system
- Setting new goals to help reach greater heights
- Prospecting to generate a minimum of 10 client meetings each week
- Communication skills
- Telephone technique
- Marketing to business people
- Effective questioning
- Presenting
- Quality referrals
- Multiple-selling
- Objection handling
- Closing
- Servicing
- Stand alone sales ideas (marketing engine)

In addition to what is always a fun and very interactive programme we will support all attendees with email coaching over a 3 month period to ensure they achieve a minimum 30% production increase guarantee. And we have NEVER had a single person who has followed our track fail; one person even achieved a 327% increase in sales in just 90 days!! The normal investment made by each attendee (not the company; advisers do not take it seriously if they do not pay) is normally 450GBP but we could offer it to you on a discounted basis, depending on the number of attendees.

- Up to 200 – 450 GBP per person
- 201 to 300 – 250 GBP per person
- 301 to 500 - 200 GBP per person
- 501 + - 100 GBP per person

Because of the success of Top Gun we have to limit the opportunity so if it is something you think would be well received by your advisers please let me know as soon as possible.