



SUCCESSFUL SALES SYMPOSIUM

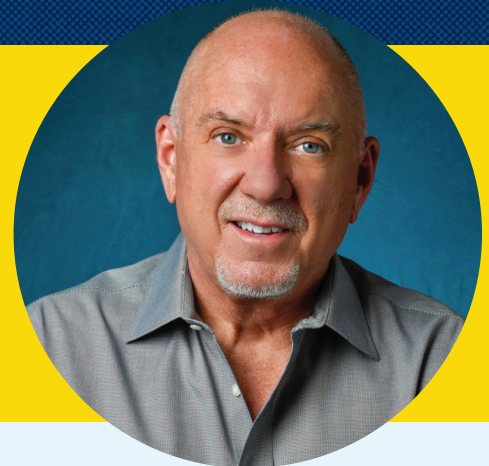
Open doors and close deals when you become a trusted advisor to both new prospects and current customers with this FREE community sales training.

TUESDAY, MAY 17TH | 8:00 AM - 12:15 PM CDT

**SANDERS BEACH-CORINNE JONES RESOURCE CENTER,
913 S I ST. PENSACOLA, FL 32502**

BOB NICOLS, EXPERT SPEAKER

If it can be accomplished in sales, Bob Nicols has done it. Some may say he was “born with it.” Not so, and he even wrote a story about it. Bob knows that ANYONE can be successful in sales, no matter what their level of experience, if they just ASK the right questions. Bob’s highly energetic & inspiring lectures have kept his name at the top of the keynote speaker lists for several national & worldwide technology conferences.



Training Objectives:

- Be seen as a trusted advisor, including listening, and understanding the client’s motivation, wants and needs
- Linking your solutions to specific impact on your prospect or their business in a clear and confident manner
- Recognize the business drivers that compel prospects to buy
- Be consistent in follow-ups and follow-throughs
- Close the sale!



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FOR THIS FREE SYMPOSIUM**

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