



*“Because of this workshop, I now have an actual sales process in place that has helped me CLOSE a new client within a week of implementation.” - Kylie*

*“Understanding the various buyer roles was interesting. Actually the whole workshop was! Thank you!” - Jeanette*

# SEAL THE DEAL

## Does ‘sales’ feel like a dirty word? Or do you struggle to seal the deal?

Too often we ‘wing it’ when it comes to the sales bit of the business. We quickly share one aspect of how we can help without slao sharing the 5 ADDITIONAL benefits of working with us.

We shy away from helping prospects take that next step because we’re not sure how to make it a no-brainer for them. We’re inconsistent and it shows up in our turnover – nobody loves riding the turnover rollercoaster!

Having a better understanding of what makes an ethical and effective sales process can help.

That’s why we’ve put together this **one-day live workshop to help you:**

- » Write or refresh your ‘elevator pitch’ so that it fits YOUR business and personality
- » Learn ways to effectively transition a conversation from social to business, without the cheese
- » Discuss what is unique about YOU that you can leverage into more sales
- » Understand the concept of demonstrating your value by asking great questions of a prospect
- » Learn how to sell by ‘not selling’
- » Create your own unique sales process which you and your team can begin to implement with your next prospect conversation

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