The Gateway Regional Chamber of Commerce

Rainmaker Seminar Series

How Selling Skills Build a Strong Network:
Generate Serious Conversations and Leads

Avoid the dark side, the abyss of relationship selling!

presented by

Andy Gole, President

Bombadil

Are you getting the quality lead flow you want – 1-2 more serious leads per week than you can handle? Does your network of referral sources engage in:

1) **serious conversations – discussing and referring you to prospects with urgent needs, which you can close, or**

2) **Safe conversations – discussing "interest" - which will never close - a blind alley, draining your precious time, destroying your business**

How do you insure sure your network generates serious relationships, which supply a serious lead flow?

Could your approach to "relationship selling" actually preclude the formation of serious relationships?

Join us on October 31st to learn how to generate serious leads and avoid the dark side of relationship selling.

One free preliminary sales audit will be given away at the seminar (value: $2,000)!!

Wed, October 31, 2007, 8:00 am at
The Crowne Plaza Hotel
(Garden State Parkway exit 135, Clark)

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10/31/07 AG Breakfast Seminar $20.00 members ($30.00 for non-members)

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