

More Sales Less Stress!

“A unique, interactive seminar for healthier sales results”

Workplace Stress - The Facts!
Workplace stress now costs Australian employers over \$10 billion per year.
Medibank Private

1 in 3 adults suffer from moderate to extreme levels of stress.
Australian Bureau of Statistics



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"A unique, interactive seminar for healthier sales results"

Whether you're selling a product, service or experience, your sales results are directly related to your ability to develop strong client relationships. For this you need to create an effective sales strategy and maximise your personal performance. These things are within our control. When we achieve them we naturally have more energy and self-confidence, a healthier attitude and a more fulfilling relationship with our clients. The more vibrant and confident you are, the more likely the client will be to buy from you.

The question is: How do we make this a reality?

More Sales – Less Stress is an interactive seminar that combines proven sales strategies with skills training in practical stress management techniques. Discover how to:

- Formulate a winning sales strategy
- Approach potential customers with greater confidence
- Overcome nerves and perform at your best
- Build relationships for better customer retention
- Create new and continuous repeat business in today's marketplace

Your Facilitators

Colin Wilson



Nationally-recognised sales & HR coach Colin Wilson of Key Business Advisors has been at the forefront of business sales for over 22 years. Colin is a dynamic and charismatic presenter, and thrives on assisting his clients to create the business

strategies they need to fulfil their potential and achieve their sales goals.

Will Shacklock



Will Shacklock is the managing partner of Melbourne-based stress management consultancy Learn to Relax. Will specialises in training his clients to improve their productivity and self-manage their stress in the long term. Will helps his clients to

maintain their health and performance gains by creating positive support mechanisms within the workplace.

Further Information

Half-day in-house seminar \$1800 + GST. Full-day in-house seminar \$2800 + GST. For further information please contact Colin Wilson at Key Business Advisors on 1300 815 458 or Will Shacklock at Learn to Relax on 1300 258 188.



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