

2 Day Seminar

Dynamic Skills for  
Success!<sup>TM</sup>



EXTRAORDINARY TIMES CALL FOR EXTRAORDINARY TRAININGS!<sup>®</sup>

Dynamic Skills for Success!<sup>TM</sup>

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HBDI<sup>®</sup> Certified  
Human Brain Dominance Instrument<sup>™</sup>

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*Invest in yourself;  
continuous learning is  
the minimum require-  
ment for success.*

*-Brian Tracey*

In the competitive environment where we live in we consider that the only way to propel your business into the future is by becoming more professional. We strongly believe that the only way to thrive in this ever-demanding business environment is by updating your business skills and sales approach; that's why we have developed this seminar. **Dynamic Skills for Success<sup>TM</sup>** will take you through a 2-day 'Profound Knowledge Journey' that will compress decades of wisdom into days.

#### **In your organisation:**

- Are your company sales where you would like them to be?
- Does your staff perform at the level you want them to perform?
- Have you PROFESSIONALLY trained your staff lately?
- Does your staff tell you they could sell more if only the competition wouldn't be so fierce?
- How many of your staff are losing sales because of the lack of skills, poor attitude & fear change?
- How many of your staff can improve in their interpersonal skills both with customers and colleagues?

If you are uncomfortable with your answers to any of these questions, it's time to update the sales and customer service skills of your organization.

#### **If you are looking for:**

- Building outstanding interpersonal skills amongst customers and colleagues
- Improving bottom-line results
- Having professional (sales) staff by increasing their capabilities
- Happier Employees because they will be confident
- Make employees aware that taking responsibility and embracing change is part of their job

**This is the seminar your organization needs!**

**Success**  
**Sales**  
**Focus**  
**Discovery**  
**Communication**

Corporate Seminar

## Dynamic Skills for Success!<sup>™</sup>



### Format

This is by no means a sit down and listen seminar. You will actively learn and participate in simulations that will help you understand the vital sales and communication concepts. We use high impact visuals, audio and interactive activities that will deepen the impact and make the transfer of knowledge more powerful and long lasting. Participants leave with specific on-the-job commitments and action plans for their own real-world challenges and situations. This seminar provokes participants to break through self-imposed barriers and expand their leadership abilities beyond what was thought possible.

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### Most valued topics are:

- Why some people always succeed and how to be one of them.
- Emotional Intelligence in the workplace
- How to build outstanding relationships
- How to enhance your communication skills
- The psychology of customized sales
- Ways to create unforgettable first impressions
- How to create spellbound presentations...every time!
- How to increase your creative brain capabilities?
- How to boost your confidence and raise your self esteem
- How to anticipate Change
- How to read every word of your customers most subtle communication clues
- How to overcome price resistance and objections
- How to improve your customer service
- How to create a unique identity in the marketplace so businesses will seek you out personally
- Identify your own personality style and the personality styles of customers
- The importance of using the right 'language'

And much more!!

### This seminar is extremely beneficial for:

- Sales professionals
- Entrepreneurs
- Executives
- General Managers
- Front line Service Providers
- Decision Makers
- Anyone whose "excuses" are overshadowing their results



**Dynamic Skills for Success!<sup>™</sup>** workshops can be held at your facility or an off-site location for groups of various sizes. For further information, immediate response to your questions or to schedule your seminar contact us at:

[seminars@entertrainingmail.com](mailto:seminars@entertrainingmail.com)

[www.entertrainingetc.com](http://www.entertrainingetc.com)

Tel. +31 - 20 - 44 222 11

Fax +31 - 20 - 44 220 55