



The Building Supply Industry Association Get the People...Keep the People Series

February 11th & 18th, 2015
8:30am – 12:30pm

Registration Form

Part 1: Selling is all about attitude, so it's understandable that the motivation and incentive of the sales team is crucial. What else will drive them to ask the questions "Anything else?" Incentive and Motivation of the team; Upselling techniques; Time & Targets.

Part 2: Determining if there's a Need or a Want for the product or service is key to the sales approach. And let's not forget Justification. Why Buyers Buy, Why Buyers Don't Buy. This series is for Sales Managers wanting to incentivize their sales teams.

Trainer: Debbie Palmer, more than 25 years of professional experience with time-tested techniques, top sellers, self-motivation and inspiration are expertly presented. Debbie's workshops are designed to inspire and motivate your teams. Tapping into the purpose and self-rewards within each individual to excel and achieve their own personal success and that of the organization.

Company: _____
 Address: _____ City: _____ Postal Code: _____
 Tel: _____ Fax: _____ E-Mail: _____

Name of Participant (please print clearly)	Name of Participant (please print clearly)

Payment Information

\$216 2 day course (\$240 non-members) = _____ + (5% GST) Total: _____

GST# R121931729

Method of Payment: Please bill me (BSIA members only) _____ Cheque Enclosed _____
 Visa _____ MasterCard _____ Card # _____ Exp Date: _____

Signature _____

**Please return registration form with payment enclosed or fax / email back to:
 #2 – 19299 94th Avenue Surrey, BC V4N 4E6 Fax: 604-513-2206 Email: info@bsiabc.ca**