



# Building Supply Industry Association



## Sales Mastery Registration Form

### Sales Mastery

**Date:** Wednesday, February 25, 2026

**Time:** 11 am - 3 pm

**Location:** BSIA Office, 19299 94 Ave, Surrey, BC V4N 4E6

#### Course Outline:

- The 6-Step Buying Process. (aka Why Don't You Sell The Way That I Buy?) - 90 minutes
- Lunch break
- Why 80% of Businesspeople Miss Out on 80% of Their Opportunities. - 45 minutes
- Conversation Arts. - 45 minutes
- 15-30 minutes Q&A Session & Wrap-Up.

**About the presenter:** Patrick von Pander, BBA, MCC has Consulted & Coached 1,100+ Business Owners, Partners, & Leaders as well as 80+ Sales & Leadership Teams to accelerate the growth & profitability of their businesses over this past 2 decades. His experience & uniquely-engaging style helps his students & clients integrate strategies & solutions for the results businesspeople now want most.

All costs include all materials and lunch.

**MEMBER \$199+GST**

**NON-MEMBER \$399+GST**

**Registrant(s) Name**

**Company Name**

**Email**

**No. 1** \_\_\_\_\_

**No. 2** \_\_\_\_\_

**No. 3** \_\_\_\_\_

**No. 4** \_\_\_\_\_

**Cancellation Policy:** Written notice must be received by the BSIA 2 weeks prior to receive any refund.

#### PAYMENT INFORMATION:

**CREDIT CARD**

**PLEASE BILL ME**   
(BSIA Members Only)

**Card #:** \_\_\_\_\_

**PLEASE RETURN  
REGISTRATION TO:**

**Exp Date:** \_\_\_\_\_ **CVV:** \_\_\_\_\_

**Email:** [info@bsiabc.ca](mailto:info@bsiabc.ca) or:  
**Call:** 604.513.2205

**Name On Card:** \_\_\_\_\_

**Signature:** \_\_\_\_\_