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STEVE BLACK

Internationally Known Expert  
on Business &  
Social Media Marketing

NETWORK • LEARN • GET MOTIVATED

# Success Summit Seminar

*Learn how to triple your sales in 6 months and increase  
your profits in today's economy in this powerful seminar!*



**Glen Burnie, MD**  
**Nov. 14, 2018**

**Ft. Myers, FL**  
**Spring 2019**

**St. Augustine, FL**  
**Spring 2019**

**NETWORKING 8:00 AM - 8:45 AM – Connect with the Best Business People In Your Area**

**SEMINAR 8:45 AM - 5:15 PM – Master The Skills That Are Guaranteed To Help You Increase Your Income**

## **SUCCESS IN BUSINESS & SALES**

### **How to Triple Your Productivity In Today's Business Environment**

We will guide you through the steps of the sales process and how to handle rejection and failure, time management and consumer psychology. This will help increase confidence, get better sales figures and also get more control of your results:

- **Goal Setting & Business Planning/Sales Strategy** - how to set clear income and sales goals
- **Time Management** - leveraging the latest tools to get an extra two hours each day
- **Understanding the steps of the sales process** and how they work in your specific industry
- **Understanding the psychology of sales**
- **Develop and build rapport**
- **Strategies to obtain new accounts**
- **How to prospect your way to the top** using the latest technologies
- **Customer Care** - how to exceed the customers expectations
- **Becoming the rainmaker** in your industry
- **Overcoming the fear of rejection and failure**
- **Getting out of a sales slump** and creating massive activity
- **Mastery of questioning and listening techniques**
- **Maintaining a positive attitude**
- **The art of closing the sale**
- **Handling objections professionally** while getting results
- **Follow up and follow through** to get quality referrals
- **Quality vs. Quantity** - how to qualify needs, wants, issues, etc .
- **Social Media Strategy** - build your network, increase your visibility and get more prospects
- **Facebook for business**, maximizing LinkedIn, leveraging Twitter, blogging & article writing, and more
- **Digital Marketing "Guerilla Tactics"** to build brand & business



The "SUCCESS SUMMIT SEMINAR" will help you and your team achieve mastery of the fundamentals...drastically increasing your company and individual income and productivity.

**BusinessSuccessTraining.com**

*Helping You Achieve Success in Business, Internet Marketing, Sales and Entrepreneurial Wealth*

770-375-5208

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## VIP UPGRADE - \$185

Includes Nine Bonuses That Will Amplify Your Success



**\$49 - 60+ Page Workbook**



**\$17 - 40+ Page Workbook**



**\$17 - 22 Page Planer**



**\$27 - 84+ Page E-Book**



**\$17 - 21 Page Planner**



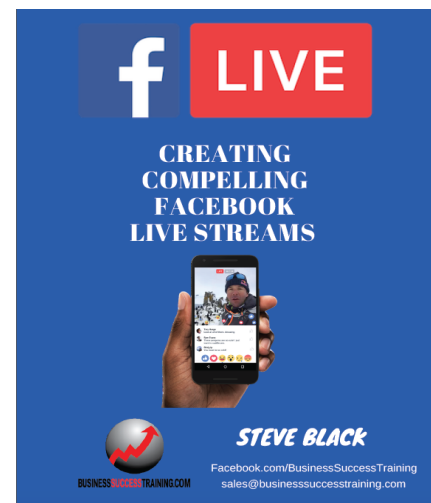
**\$7 - 8 Page Guide**



**\$17 - 40+ Minute Audio**



**\$27 - 98 Page E-book**



**\$7 - 8 Page Guide**