



'How to build Bullet- Proof business relationships'

Leon Potter professional speaker and sales trainer present's this inspirational sales education programme that enhances sales team abilities and increases profit results.

Whether selling products or services today's business professional requires the necessary skills and drive to engage prospects, build trust and gain commitment to purchase.

This topical and entertaining program unleashes the secrets on how to successfully engage customers, suppliers and key stakeholders in order to increase sales.

Your team will gain new skills and techniques that create:

- **More confidence in sales prospecting**
- **Increased abilities in building customer associations**
- **Techniques that articulate customer value propositions**
- **Negotiation skills that increase sales and profit margins**



A celebrated sales achiever for twenty years in Information Technology and business services Leon delivers an arsenal of tips, techniques and lessons that are fun, practical and easy to use, for teams who promote both product and service solutions.... **and want to win!**

What our clients say:

"Great presentation Leon our sales team certainly found your funny sales tales provided solid lessons on how to avoid the pitfalls in customer relationships"

Mervyn Adler Sales Director Laserfast

"Fantastic Leon Potter should have been a stand-up comic, our team really profited from your lessons and are already using many of them in the field.... many thanks."

Jason Carstons Sales Manager The Comic's Lounge

Combining his charismatic and genuine speaking style, Leon's hilarious '**sales tales**' reveal valuable tips, techniques and work habits that build increased confidence, reinvigorate enthusiasm and point your team in the direction to Selling Success.

All Selling Success programs are tailored to specific audience requirements and are 100% guaranteed to ignite enthusiasm and increase sales results.

This program is available as:

- 35 Minute Sales Booster Program delivered at your sales meeting
- 45 Minute Keynote presentation for seminars and conferences
- Half-day workshop either at your premises or a selected venue



Book your Selling Success program today and watch the numbers soar!!!

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