

2 HIGH-IMPACT MASTER CLASSES TO GROW YOUR BUSINESS

... DEVELOPING YOUR **NETWORKING** AND **SELLING** SKILLS

TUESDAY 27TH SEPTEMBER, 2016

[CLICK HERE TO BOOK NOW](#)

Having the ability to consistently create new business opportunities with your **networking skills** and then consistently convert those opportunities into actual, paid business with your **selling skills** gives you the one-two punch to grow your business - and your bank account - *FASTER and EASIER!*

Master Class 1 9:00am -12noon

PROFITABLE NETWORKING with *RON GIBSON*

Done right, networking will lead you to make valuable connections that will earn you more than a list of contacts, but a diverse network of lasting relationships that will reward you with a regular supply of quality leads, referrals and new business year in, year out.

You CAN make networking profitable - very profitable!

YOU'LL LEARN THINGS LIKE:

- How to be purposeful in developing new relationships and growing your business-generating network
- How to meet the people you **want** to meet and how to interact with them to guide a meaningful dialogue that will not only help you to relate to them, but will help them to relate to you
- The pathway to turning your networking connections into relationships AND BUSINESS - EXACTLY what to do, EXACTLY what to say, EXACTLY what to ask
- How to turn networking and industry events into **real** business-building opportunities
- How to follow up with new contacts so that you capitalise on the connection you have made - and get the appointment you want
- How to make your networking coffee chats, meals and memberships work for you - no more wasted time and money
- Following through: How to follow up on your follow-up all the way to completing the sale/winning the business
- Using LinkedIn to create strategic introductions

This master class will give you an EDGE!
Use it, and you will **always** have business coming in, even in a slow economy.



gonetworking.com.au

Master Class 2 1:30pm - 5:00pm

HIGH-CONVERSION SELLING with *JOHN BLAKE*

Fierce competition ... commoditisation ... price comparisons ... long sales cycles ... and changes in buying behaviours. Even in the face of these challenges, new sales opportunities are pursued and won every day.

To capitalise on these possibilities, you must have strong selling skills - skills that build trust, differentiate you from your competition and move prospects to work with you or buy from you.

YOU'LL LEARN HOW TO:

- Close the sale without manipulation
- Close the sale in a positive, relationship-building way
- Close the sale with confidence
- Close the sale faster
- Close the sale and get your price

YOU WILL ALSO GET:

- The number one secret to sales conversions
- The biggest mistake far too many business people make that stops them from making more sales
- Words to avoid so you don't kill your chances of making the sale
- Two simple things you can start doing right away to give you an immediate boost in your sales results

This master class will help you become really good at having sales conversations. After all, being really good at guiding your sales conversations in a way that makes the sale more likely takes the same amount of time and effort as being average at guiding them so that the sale becomes less likely.



john-blake.com.au

All you have to do is register below!

[CLICK HERE TO BOOK NOW](#)

**MAKE CONNECTIONS, EARN REFERRALS
AND WIN MORE BUSINESS...**

2 HIGH-IMPACT MASTER CLASSES RUN BACK-TO-BACK ON TUESDAY 27TH SEPTEMBER, 2016

- ✓ **PROFITABLE NETWORKING**
- ✓ **HIGH-CONVERSION SELLING**

Time: 9:00am - 5:00pm (Registration from 8:30am)

Venue: Rendezvous Hotel Scarborough
148 The Esplanade Scarborough WA

*These master classes are a collaboration between
Ron Gibson (Go Networking) and John Blake
(John Blake Sales Breakthrough Solutions).*

[Find Ron on LinkedIn](#)

[Find John on LinkedIn](#)

Ron Gibson

is Australia's leading professional expert in generating business and referrals through personal connections. His 200 plus presentations each year distil more than 25 years of experience and insight gained from building his own successful business, exclusively from his network of relationships and a strong word-of-mouth reputation.

"We can attribute tens of millions of dollars in additional sales and new business to the relationship/network-building training programs Ron Gibson has run for our people."

NORM ROBERTS | GENERAL MANAGER, MOBILE LENDING PERTH
CBD. ANZ BANKING GROUP

"His approach to making connections and building relationships is logical and straightforward and can be used by anyone who wants to be effective and more successful in this critical area of business life."

BRIAN AITKEN | SENIOR ADVISER, BDO PERTH

"I have used Ron's services on many occasions in training my sales teams to build their networking skills and client bases. Last time, his program made an immediate impact with over 23% uplift in sales results at a lower cost base due to a more structured contact strategy and relationship building model."

STEPHEN DARGAN | HEAD OF
PROCESS TRANSFORMATION,
BANKWEST



gonetworking.com.au



BOOK & PAY BEFORE COB FRIDAY
19TH AUGUST, 2016 TO GET THE
EARLY BIRD PRICE

EARLY BIRD PRICE

\$485 or **\$585** thereafter
PRICES INCLUDE GST

CLICK HERE TO BOOK NOW

FOR MORE INFO CONTACT:

Ron Gibson: 0413 420 538 or gonetworking@inet.net.au

John Blake: 0418 699 332 or john@john-blake.com.au

John Blake

For the past 27 years, John Blake has been a highly successful sales person, sales manager, business owner, author and marketing consultant. The three main problems John solves for his clients are low conversion rates, low transaction size and the inability to engage with and convert premium clients. John's clients typically experience faster sales cycles and increased confidence in sales teams which means a more enjoyable and profitable sales experience for his clients and their customers.

"Using John Blake's Premium Client Attraction Strategy I now have a system to successfully get in front of and convert my target clients in a fast, predictable way. This has meant my business this year alone has gone from 300K to over \$1,000,000 in turnover."

FIONA JEFFERIES | DIVA WORKS NSW

"John's help with our growth strategy and learning his consultative sales framework has been a major part of us now being able to efficiently and professionally convert million dollar multi-residential projects with high 6 figure profit margins."

DAN STANBROOK | AZTEC ARCHITECTS

"We have grown our business 300% in 18 months using John Blake's sales system."

NICHOLA CADDY | OWNER, BCA DEBT



john-blake.com.au

YES! I WANT BUSINESS GROWTH

The Program:

8:30am - 9:00am	Registration and Networking
9:00am - 12:30pm	Master Class 1 with Ron Gibson
12:30pm - 1:30pm	Lunch and Networking
1:30pm - 5:00pm	Master Class 2 with John Blake
5:00pm - 6:30pm	Networking Drinks

All you have to do is register below!

CLICK HERE TO BOOK NOW