

18 Silver Bullets

Target Audience:
Sales Leaders/
Managers,
Executives

Passion to Overcome Sales Objections

Dr Lawrence Walter Ng

- One of Asia's Best Speakers
- Chief Master Trainer of Lawrence Walter Seminars
- Founder of The Mental Warrior & Verbal Tai-Chi
- Co-Founder of Art Of Learning & Leadership
- President of the International Institute of Learning Without Learning (IILWL)
- Sifu / Master to many XO Achievers and Leaders

"The price is too high!"

"I prefer my Present Supplier / Brand!"

"I'll think about it"

What will you benefit?

1. CLOSE SALES ON THE SPOT BY OVERCOMING CLIENT OBJECTIONS
2. LEARN 18 WAYS TO ANSWER COMMON OBJECTIONS LIKE "I'LL THINK ABOUT IT!"
3. DEVELOP A HIGHER CONFIDENCE – CUSTOMERS LOVE CONFIDENCE!
4. BE MORE PROFESSIONAL IN YOUR SELLING
5. TURN EVERY NO INTO A YES – AND CLOSE, CLOSE, CLOSE MORE SALES!

Why you must learn these skills?

There are an abundance of customers out there – and all of them love to say NO and see what you do NEXT! Transform those 'NO's into a 'YES's and see your sales skyrocket!

"Be a Master of Overcoming Objections"

- Dr Lawrence Walter Ng

... Sign up today!

Time : 9am – 5pm
 Date : 21-22 March, 2012 (Wed-Thur)
 Venue : Uptown Conference Centre,
 Petaling Jaya

2 Days Seminars Fees:
 RM 1,500/pax
 Early Bird :-
 RM 1,300/pax
 (register before 20 Feb 2012)
 HRDF Claimable
 (SBL Scheme)

List of Our Clients:

- | | |
|-----------------------|-----------------------------|
| ➤ Hewlett-Packard | ➤ Caltex-Oil |
| ➤ PNB | ➤ Sime Darby |
| ➤ Motorola | ➤ Petronas Group |
| ➤ Sony Ericsson | ➤ HSBC |
| ➤ Nestle Foods | ➤ Hong Leong Bank |
| ➤ Deloitte & Touche | ➤ Philip Morris |
| ➤ UMW Industries | ➤ Carlsberg Brewery |
| ➤ Intel | ➤ Prudential Assurance |
| ➤ Citibank | ➤ Grundfos |
| ➤ Inchcape Group | ➤ Unilever Holdings |
| ➤ Nokia | ➤ Aetna Universal Insurance |
| ➤ 3Com | ➤ Celcom (M) Berhad |
| ➤ GE Medical Systems | ➤ Tenaga Nasional Berhad |
| ➤ Merck | ➤ Estee Lauder Companies |
| ➤ Merrill Lynch | ➤ Honda Malaysia |
| ➤ Smith-Kline Beecham | ➤ The Body Shop |
| ➤ Colgate-Palmolive | |

Registration Information

Name : _____

Name to be called : _____

Position : _____

Tel (O) : _____ H/P : _____

Email : _____

Company : _____

(Please attach your business card, if any.)

Enclose cash/ cheque payable: **LAWRENCEWALTERSEMINARS**

For further enquiry, please call Jenucci at 03-2141 2388/ Farah



LAWRENCEWALTERSEMINARS

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