

# MASTER CLOSER

Target Audience:  
Sales Leaders/  
Managers,  
Executives

Have the PASSION to still do well despite the Challenges & Changes of 2012

## Discover the Impact & Essence of being a Master Closer

### 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

#### What will you benefit?

1. Combining a customer's need. The customer's hot buttons and the customer's mindset to create a powerful closing strategy
2. Create vacuum and sending closing signals to fill that space
3. Create urgency and emotional connection to strengthen the buying desire to accelerate the decision making process of Customers / Top Decision Maker
4. Learn the incredible technique and impactful words to be a Master Closer

"Don't just give information. Don't just present. Don't just email your proposition. Help your customer to buy on the spot. **Close, Close, Close.** Have the right mindset and skills to dare to close. That's your real job."

-Dr. Lawrence Walter Ng

Time : 9am – 5pm

Date : 8<sup>th</sup> March 2012, Thursday

Venue : Uptown Conference Centre,  
Petaling Jaya

Seminars Fees:  
RM 880/ pax

Pay before  
16 Feb 2012

**RM780/pax**

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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