



DIRECT MEDIA SALES

HIGH PERFORMANCE TRAINING DAY

What you will learn

The latest and most effective techniques in the following;

- How to sell media in today's market
- How advertising really works
- Understanding the multi-media platform, we work in
- The skill to great networking
- Prospecting /pro-actives big revenue ahead of your competition
- The only phone technique that works
- Mastering the business meeting
- Interrogating the brief
- Nailing your proposals
- Owning the room when presenting your solution
- The only closing technique that works every time
- Effective account managing in 2020
- Effective use of social media
- Your LinkedIn profile
- Growing your current clients into big investors
- Effective time management
- Writing and implementing a 12-month business plan

When Please contact Richard to book in person

Where Your office or suitable location

Time One full day

Investment \$4,999 (plus GST) which includes all training material, notes and follow up activities.

Contact Richard Mills

- richard@richardjmills.com.au
- 0403 090 606