



# Direct Radio Sales **High Performance** Training Day

## What you will learn;

The latest and most effective techniques in the following;

- Goal setting
- Understanding the multi media platform we work in
- Networking
- Prospecting big revenue
- The only phone technique that works
- The only way to conduct business meetings and always elicit the right answers
- What your proposals must include to gain the revenue sought
- How to properly present your solutions
- The only closing technique that works every time
- Effective account managing in 2014
- Growing your current clients into big investors
- Effective time management
- Writing and implementing a 12 month business plan for you to follow

**Who can attend?** Only those people currently working in radio on a direct basis. You must be serious about your career and have a passionate desire to succeed.

**Investment** \$550 per person (including GST) which includes all training materials and meals on the day.

## Sydney-Vibe Hotel North Sydney

- 88 Alfred Street, Milsons Point NSW 2061
- Friday 28<sup>th</sup> February 8.00am-5.00pm

## Melbourne- Radisson Hotel on Flagstaff

- 380 William Street Melbourne Vic 3000
- Friday 28<sup>th</sup> March 8.00am-5.00pm

## Brisbane- Novotel Brisbane

- 200 Creek Street Brisbane Qld 4000
- Friday 11<sup>th</sup> April 8.00am-5.00pm

**Book now** to secure your seat

Contact Richard Mills

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*"the only person better than you, is the person you've yet to become"*