

Following on from 21st February
we invite you to our 22nd February 2018 workshop
where **Rob Salisbury*** will be covering

"Secrets to finding New Sales, Customers and Referrals in Slow Times"

We are excited to have Rob Salisbury back for the first time since 2014 to lead off our 2018 workshop series.

Since 2006, Rob has been one of our highest rated half day workshop trainers and speakers. His strategies and ideas can help build momentum that shifts the direction of individuals and gain better team results for companies.

In this half-day workshop you will learn:

- 7 pillars of peak performance sales and service champions.
- 8 motivators of top producers and customer service leaders.
- Tips in modelling the mindset, behaviour and activity of high achievers.
- How to develop key relations enhanced sales and earn business referrals.
- Leveraging on your databases and various social media platforms to increase cash flow.
- Tips to handle the fear and uncertainty of developing new business and follow on service situations



BONUS SESSION: After midday Rob will conduct his very popular 'UNPLUGGED' session from 1 to 4 pm. This is a great opportunity to hear from others who have been at the morning session and gain Rob's perspective on the Good, Bad and Ugly to transform your mindset and actions into a strong 2nd quarter. Here's a link to Rob's introduction video - http://bit.ly/ShellharbourCBN_21and22Feb

***Guest Speaker:** Rob Salisbury B. Com., CSP is known for being a U.S.A., INC 1000 top 1 % sales achiever, a Senior Vice President for two international firms and Tom Hopkins certified sales trainer since 1985. A two term, service award winning President of the Professional Speakers Association (NSW / ACT), Rob has been hired (and rehired) over 2200 times by over 600 multinationals, government and private firms across 55 cities in North America, Australia, New Zealand, SE Asia, U.A.E. and Europe to create better team cultures, results and profits.

Shellharbour City Business Network

Date:	Thursday, 22nd February 2018 RSVP essential
Time:	8:30am for 9:00am start to 12 noon
Venue:	Warilla Bowls & Recreation Club - Barrack Heights
Bookings:	http://bit.ly/22Feb_Shellharbour_Eventbrite For more information phone: 4221 6041
Fee:	No Charge Bring business cards for pre/post event networking.



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