

Reengage Your Customers - November 25, 2021

With Randy Hnatko, Trainwest Management & Consulting

THE WORKSHOP:

When you hear the word COVID, do you think about how your business will need to change? What do you need to do different to “Reengage” back with your customers or to generate more sales post COVID?

Many companies have been forced to make drastic changes to their operations. The way you communicated with customers and prospects or generated sales in the past may not be effective in the new reality.

In this interactive training session, we will give you some tips and tactics on how you can refine and, in some cases, redefine how you will interact with your customers and prospects as well as grow your sales. You will learn how to create a post COVID prospecting sales plan that will contain a mix of activities appropriate for your business and market.

We will focus on the following areas:

- Dealing with Change
- Defining Excellent Customer Service
- Understand and creating Rules of Engagement with People
- Learn how to Effectively Communicate with People
- Understand the Psychology of Selling
- Understand Why and How People Make Decisions

THE SPEAKER:

Trainwest Management & Consulting Inc. CEO & World-Renowned Sandler Trainer, Randy Hnatko, will teach proven strategies and tactics for today's competitive sales climate. Attendees will walk away with tools and skills for real-world success that they can apply for immediate results.

THE DETAILS?

DATE: NOVEMBER 25, 2021

TIME:

- 8:30AM TO 4:00PM

LOCATION:

ONLINE VIA ZOOM

OR

IN-PERSON AT: 4170 STILL CREEK DR #110, BURNABY, BC V5C 6C6 - PLEASE BE AWARE IT IS PAID PARKING

THE COST?

\$129 (+GST) PER ATTENDEE

To register fill out the attached form and email it to kcrowe@bcwood.com

FOR MORE INFORMATION

Contact Kit Crowe at kcrowe@bcwood.com.

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Registration Form

To register, fill out the information below and email the form to kcrowe@bcwood.com

REGISTRATION INFORMATION

GIVEN NAME (please print)

SURNAME

POSITION/TITLE

COMPANY

ADDRESS

CITY

PROVINCE

POSTAL CODE

EMAIL

PHONE

FAX

PAYMENT INFORMATION

MASTERCARD VISA CHEQUE*

IN-PERSON

ZOOM

CARD NUMBER

EXPIRY

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

*PLEASE MAKE ALL CHEQUES PAYABLE TO --

BC Wood Specialties Group

MAIL CHEQUES TO --

BC Wood Specialties Group

200 - 9292 200 St.

Langley, BC, V1M 3A6



FOR MORE INFORMATION
Contact Kit Crowe at kcrowe@bcwood.com.