



# SALES STYLE WORKSHOP<sup>©</sup>

*Leave Your Competition In The Dust!*



**THE  
BIG PICTURE  
COACH**



# SALES STYLE WORKSHOP<sup>®</sup>

## WHY DON'T YOU SELL THE WAY THAT I BUY?

Most people don't like to be sold, yet most people love to buy!

The selling process can be difficult, frustrating, and it can take much longer than you expected. Why? Because you are dealing with the ultimate variable: people! It doesn't need to be this way. Learn the 21st century's buying process

and you will have more people buying from you effortlessly, effectively, repeatedly, and happily. Master being a facilitator of this buying process and unleash your true potential!

## The Sales Style Workshop<sup>®</sup> is ideal for:

- Sales Representatives
- Sales Managers
- Business Owners
- Entrepreneurs
- Business Professionals
- Financial Professionals
- Medical Professionals
- Service Professionals
- Leaders & Managers
- Distributors
- Franchisees
- Marketers

*Showed how any style can adapt to situations*

~ SONIA RUSSELL | FINANCIAL ADVISOR, RUSSELL & ASSOCIATES



*Excellent! I had a number of 'AHA' moments.*

~ ALEXANDER POTTER | WEALTH & INVESTMENT ADVISOR,

FREEDOM 55 FINANCIAL

**SALES STYLE WORKSHOP®** | The Sales Style Workshop® is the most fun you'll have learning new skills and techniques, guaranteed. It will help you connect more deeply and meaningfully with prospects and generate much higher results for your business.

Discover how the personality style you were born with influences and biases your selling style. Learn how others' personality styles bias and influence their buying styles. Then learn the skills that will have you become even more effective with a much higher percentage of your business prospects.

### **HERE'S WHAT YOU'LL GET FROM THE SALES STYLE WORKSHOP®:**

- A clearer understanding of people and what motivates them
- A systematic process that manages your prospects more effectively
- Higher sales
- Lower costs
- Better productivity & efficiency
- Improved customer satisfaction levels
- Conversational tools and techniques that work
- Live and online networking skills that are proven effective and fun
- Training and coaching that helps create great new confidence and habits

**Commit today to evolve from a representative to a professional!**

Register online at [www.BigPictureCoach.com/Store](http://www.BigPictureCoach.com/Store)  
or call **1.888.628.1736** to reserve your seat(s).



## THE BIG PICTURE COACH

**Patrick von Pander** like many impassioned entrepreneurs, was inspired early in life. He began his career at age six working in the family's South Okanagan fruit farming business.

Graduating in 1986 from Simon Fraser University with a Bachelor of Business Administration (BBA) degree, Patrick set to work with BIC Canada. His role in the consumer packaged goods industry over the next three years offered intense experience in the Vancouver, Victoria, and Winnipeg markets. On his return to Vancouver, Patrick saw 14 years of development with CTG, BC TEL and TELUS within the newly deregulated Canadian telecom industry.

For the past eight years, he has professionally coached businesspeople across British Columbia. A self-proclaimed serial entrepreneur, Patrick enjoys an affiliation with a number of business ventures and holds a special passion for the role of business in people's lives.

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**DEVELOPING BETTER BUSINESS PEOPLE**

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