

**Course Leader:**

Barry Burnett



Come learn all the latest strategies to become a world class sales and retail organization!

Structural Sales: Part 2 is an in-depth look at the total company sales process and the detailed role of the Home Solutions Advisor (Retail Salesperson).

Retail Salespeople will learn how to implement a structured sales process to:

- Maximize the potential of each sale
- Endear themselves to the customer
- Capture a referral
- Sell \$2.5M+ annually
- Build an outstanding client base that continually gives them referrals
- Generate a great income

Learn how to incorporate 360° of Trust throughout your sales process in order to close more sales, faster.

Attendees will walk away having learned all the actions of the top-producing retail salespeople in the nation.

What:

Structural Sales – Part 2

Who:

Retail Sales Professionals, Owners, Divisional Managers, Sales Coordinators

When:

- August 28-29, 2018

Where:

Dallas / Ft. Worth, TX

Accommodations:

- Hotel recommendations will be sent in your class welcome packet

Space is limited – Call Angie Swartz @ 206-870-1880 ext. 1120 to sign up today!

Testimonial from Previous Attendee

"I would like to thank BDR for their amazing Structured Sales training program. I attended BDR's training Sept. 22-23 in Milwaukee, WI. I went back to selling Sept. 24th and immediately implemented BDR's structured sales tactics with excitement. I am pleased to let you know that I had total sales on Thursday, Sept. 24th totaling \$11,000 and on Friday I had sales totaling \$34,000 for a combined total of \$45,700 and a \$9,150 average sale.

I am writing this one week later on Oct. 2nd, and this week alone I have sales totaling another \$38,000 in 4 days. By continuing to implement the Structured Sales system I will reach my goal to sell \$3,000,000 in one year. There is no doubt that I will achieve this goal by 2018. Thank you BDR!"

~ Conor Krause

When & Where:

- August 28-29, 2018 in Dallas / Fort Worth, TX

Trainer:

- Barry Burnett

Who Should Attend:

- Retail Sales Professionals
- Owners
- Divisional Managers
- Sales Coordinators

Accommodations:

- Hotel recommendations will be sent in your class welcome packet

What's included:

- Continental Breakfast
- Lunch
- Break snacks
- Course Manual
- Downloadable Forms



Register Online at www.bdrco.com or fill out and return this form

Company Name:			Contact:		
Card #:			Card Type:		
Name on Card:		Exp. /	CID#		
Billing Address:		Email:			
City:	State:	Zip:	Company Phone #:		
<input type="checkbox"/> I hereby authorize payment to be processed using the credit card provided above and agree to the cancellation terms.					
<input type="checkbox"/> I hereby authorize payment to be processed using my payment method on file with BDR for my coaching program					
Authorized Signature:			Date:		
Important Notes		Class Fee Per Company		Payment Plan (Check Below)	
Fee does not include travel, lodging or dinner. Fee is non-refundable		Sign up	By: 07/28/18	After 07/28/18	1 Payment
		First Attendee	\$ 995.00	\$ 1,095.00	3 Payments If registered minimum 3 months prior to class.
		Each Additional	\$ 900.00	\$ 1,000.00	
<i>Cancellations received within 10 days of the class are non-refundable There is a \$200 per person transfer fee to move to another session. Note: new sessions may take place in a different location from the current session.</i>					
Attendee Names		Email Address		Fee	Comments
1					
2					
3					
4					
Referred by:			Total		