

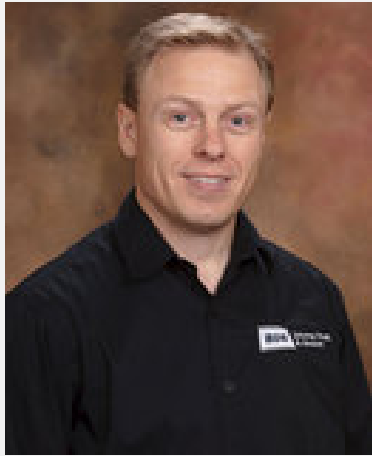


Driving Profit & Growth

Top Gun Sales Excellence

Annual Training for Retail Sales Professionals

Jan. 30-Feb. 1, 2019 in Raleigh | Feb. 6-8, 2019 in Seattle | Mar. 20-22, 2019 in Seattle



LEARN HOW THE INDUSTRY'S BEST SELL \$3 MILLION+ ANNUALLY

Top Gun Sales Excellence: Annual Training for Retail Sales

Professionals is a two and a half day, hands-on, skills-training workshop for Retail Sales Professionals and Owners. Sales Coordinators / Customer Experience Coordinators are also highly encouraged to attend.

This interactive, energetic session will be a detailed, step-by-step workshop of the entire BDR sales process with:



Video examples



Class discussions



Hands-on skills practice



Michael Hunter has 20+ years of experience in the HVAC industry. He has been both a successful General Manager at a dealership and a top Territory Manager in distribution.

As a member of our BDR team, Michael is a Sales Coach and a Trainer for our Art of Consumer Financing, Structural Sales, and Hiring, Compensating, & Developing a Sales Force courses.

Our first session sold out in record time. Sign up today to claim your spot!

We give you a proven process, incorporating the new rules of sales and customer service so you can succeed, grow your sales, and grow your income!



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

Our process targets specific actions that will:

- ✓ Increase closing ratios
- ✓ Raise average sales
- ✓ Improve product mix
- ✓ Drive accessory sales
- ✓ Develop leads
- ✓ Grow referral clients



- ✓ Maximize financing
- ✓ Drive positive online reviews
- ✓ Increase high-efficiency sales
- ✓ Motivate and inspire you to achieve your sales goals



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Top Gun Sales Excellence

Annual Training for Retail Sales Professionals

When & Where:

- Jan. 30-Feb. 1, 2019 in Raleigh, NC
- Feb. 6-8, 2019 in Seattle, WA
- Mar. 20-22, 2019 in Seattle, WA

Who Should Attend:

- Retail Sales Professionals
- Owners
- Sales Coordinators
- Customer Experience Coordinators

Accommodations:

- Hotel recommendations will be sent in your class welcome packet

What's included:

- Continental Breakfast
- Lunch
- Break Snacks
- Course Book & Materials



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

Company Name:				
Card #:			Card Type:	
Name on Card:		Exp. /	CID#:	
Billing Address:				
City:	State:	Zip:	Company Phone #:	
Contact Person:		Email:		
___ I hereby authorize payment to be processed on my account listed above for BDR's Profit Launch class.				
Authorized Signature:			Date:	
By typing your name here, you are digitally signing this document and providing your authorized signature				
Important Notes	Registration Notes	Salesperson	Owner attending	Payment Plan (Check Below)
Fee does not include travel, lodging, or dinner.	Register more than 30 days prior to session selected.	\$ 1,895	\$ 1,100	___ 1 Payment
	Register less than 30 days prior to session selected.	\$ 2,095	\$ 1,300	___ 3 Payments (if registered 3 mo. prior)
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: A new session may take place in a different location.				
Select Your Class Date	___ Jan. 30-Feb. 1 Raleigh	___ Feb. 6-8 Seattle	___ Mar. 20-22 Seattle	
Attendee Name	Job Title	Email Address		Fee
1				
2				
3				
4				
5				
Referred by:				Total:

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