

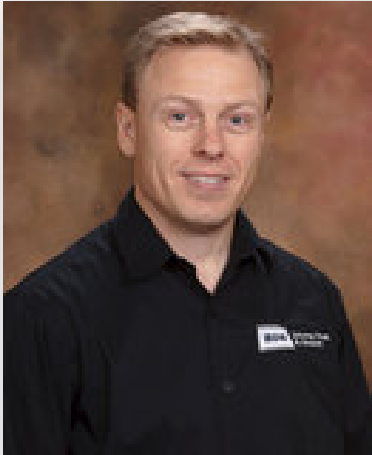


Driving Profit & Growth

Top Gun Sales Excellence

Annual Training for Retail Sales Professionals

February 26-28, 2019 | Raleigh, NC



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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When & Where:

- February 26-28, 2019 in Raleigh, NC

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:			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. Fees are noted in US Dollars.		Sign up		1 Payment		
		Salesperson		By: 1/26/19	After 1/26/19	3 Payments (If registered minimum 3 months prior to class.)
		Owner or Admin attending with one or more employees (1 per company)		\$ 1,895.00	\$ 2,095.00	
				\$ 1,100.00	\$ 1,300.00	
<i>For cancellations 30 days prior to event, there is a \$200 per person cancellation and/or transfer fee to move to another session. Note: New sessions may take place in a different location from the session you originally registered for. Cancellations received within 10 days of the class are non-refundable.</i>						
Attendee Names		Job Title	Email Address		Fee	
1						
2						
3						
4						
Referred by:					Total:	

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