

THE ART AND SCIENCE OF INCREASING SALES 2 DAY WORKSHOP

CONTENT OF THE PROGRAMME:

- Small tips that will change your world of business
- How you can leverage your brain for better business and effective market penetration
- How to get rapidly inside your customer's brain

CLICK TO BOOK

24 & 25 FEB | 08:00 - 16:00 | DCCI CONFERENCE CENTRE

Dear Member

The Durban Chamber of Commerce and Industry will be hosting a Two Day Practical Workshop which will assist people in sales to "get into the brain of their customers".

If your business is about sales and you want to get ahead of the competition, understand how your customer's brains works and want to change the way you behave and get results with people.

In this programme you will learn how to use little in time and energy.

Content of the programme:

- Small tips that will change your world of business
- How you can leverage your brain for better business and effective market penetration
- How to get rapidly inside your customer's brain
- How to invest in your brain appropriately
- How to make the best decision
- How to find the productivity buttons in the brains of others and your own
- How to encourage creativity, innovation and significant competitive advantage
- How to use language in your industry that promote a sense of safety and security with your product and you
- How to align, motivate and manage your sales staff to practice brain science.

**24 & 25 February
08:00 - 16:00**

**Costing
Members: R1700 | Non Members: R2200**

Venue:
Durban Chamber of Commerce and Industry, Conference Centre
Lion Match Office Park, 892 Umgeni Road
[Google Map](#)

NB: For enquiries contact [Prudence Sakala](#) on 031 335 1000

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