



Exclusive Training with originator of the Buying Facilitation® Method. Spend 3 days with Sharon Drew Morgen in Boston, MA, Sept. 20-22.

Learn Buying Facilitation® with Sharon Drew in a public training in the USA. Act now, as there are a maximum of only 18 places available!

What is stopping you from closing all of the sales you should be closing?
It's not you. It's not your solution.
It's not your buyer's need.
It's the sales process.

Sales does not manage the behind-the-scenes decisions buyers must make to get stakeholder buy-in for a purchasing decision. With Buying Facilitation®, you can actually help your buyers buy. In this program, you will learn to:

- help buyers design their own solution;
- avoid objections, long sales cycles, proposals, extra site visits and competition;
- get onto the Buying Decision Team on the first call;
- create a Trusted Advisor relationship on first call
- close 3x more prospects in weeks, not months.

Sharon Drew Morgen, author of bestsellers *Dirty Little Secrets* and *Selling with Integrity*, will be teaching her celebrated program that uses a unique learning model to help learners learn much the same way as buyers buy. Usually trained only in corporations, this public program seeks to teach serious students and potential licensees. Client list includes: IBM, KPMG, Intuit, Clinique, Bose, Wachovia, Kaiser and Morgan Stanley.

Are you seeking new skills to add to your current range of sales skills for your sales professionals? Are you seeking to add new content to the sales training you offer? Are you seeking to differentiate yourself from the competition?

Selling is only half the job. The second half. Now you can learn the first half.

[Download syllabus available here.](#)

www.newsalesparadigm.com
www.sharondrewmorgen.com
www.dirtylittlesecretsbook.com

WHO FOR:

- Sales Leaders and Managers
- Consultants influencing decisions in sales
- Customer Service Executives/Managers
- Call Center Executives/Supervisors
- Training Departments/Licensed Trainers
- Companies who seek to help buyers buy

OUTCOMES

- Close the buyer-seller gap and move a sale forward in half the time of conventional sales;
- Understand the difference between the job of selling and the job of helping buyers make unique buying decisions;
- Learn how to recognize selling patterns that stop sellers from being truly successful;
- Learn to understand, support and manage all elements of the buyer's buying environment through to the purchasing decision;
- Find all of the prospects who truly need your product;
- Take your product out of the competitive environment and teach your buyers how to make efficient buying decisions.

TYPICAL CLIENT RESULTS

- 50-300% increase in sales
- 75% reduction in selling cycle
- 30% more qualified prospects
- Get onto Buying decision Team on the first call
- Seller become true advisor and buyer support colleague
- Help manage the buying decision process & stop selling

PRICING

- NOTE: 18 person maximum
- \$4,500 USD per person.

PRE-REQUISITES

- Read *Dirty Little Secrets* or *Buying Facilitation®* (ebook). [Buy Here.](#)

VENUE

- TBA

\$4,500 USD

Register at: <http://www.decisionfacilitation.com>