



13 WAYS TO CLOSE A SALE

for the Business Tourism Market

Invitation

Start the year with a Grand Slam event!

Do you send out quotes but not convert as many as you would like? Have you ever heard NO from a customer? Has a customer ever told you: "It's down to you and another" - but the "other" is the one that got the job? Then maybe it's time for you to WIN MORE BUSINESS.

Sydney Wide Conferences along with the Sydney International Tennis Centre and Sydney Olympic Park wishes to invite you to find out "13 WAYS TO CLOSE A SALE".

John Pastor, from Outstanding Results, presents a very practical guide to converting more business with less effort. John will outline 13 different ways to close a sale, but in reality you only really need to know 4 words. To find out what those 4 words are - you must be present at this excellent presentation.

The seminar will be followed by networking with a tennis showcase by the Wilton Academy students from the Sydney International Tennis Centre. Enjoy 'thank you' canapés and drinks for all supporters of the successful Sydney Wide Conferences project and website.

Date: **Tuesday 8th February**

Time: **4.15pm - 7.00pm**

Venue: **Sydney International Tennis Centre, Rod Laver Drive, Sydney Olympic Park**

Parking: **Free parking at the centre - See map below**

Bookings: **See Over Page**

Presenters

John Pastor

John Pastor grew up majoring in accounting with a latent passion for selling and he calls himself the "Australian Professional Salesman!"

He has studied some of the world's best companies when it comes to managing your sales goals, your inner thought conflicts and today he's here to share their secrets.

Since 1980 he has owned, operated and consulted many businesses and his passion for selling is self-evident in everything that he does. Always striving for excellence, he has studied with mentors like Deepak Chopra, Anthony Robbins, Bob Proctor and Robert Kyosaki. He even claims an Honours Degree in Street Nous.

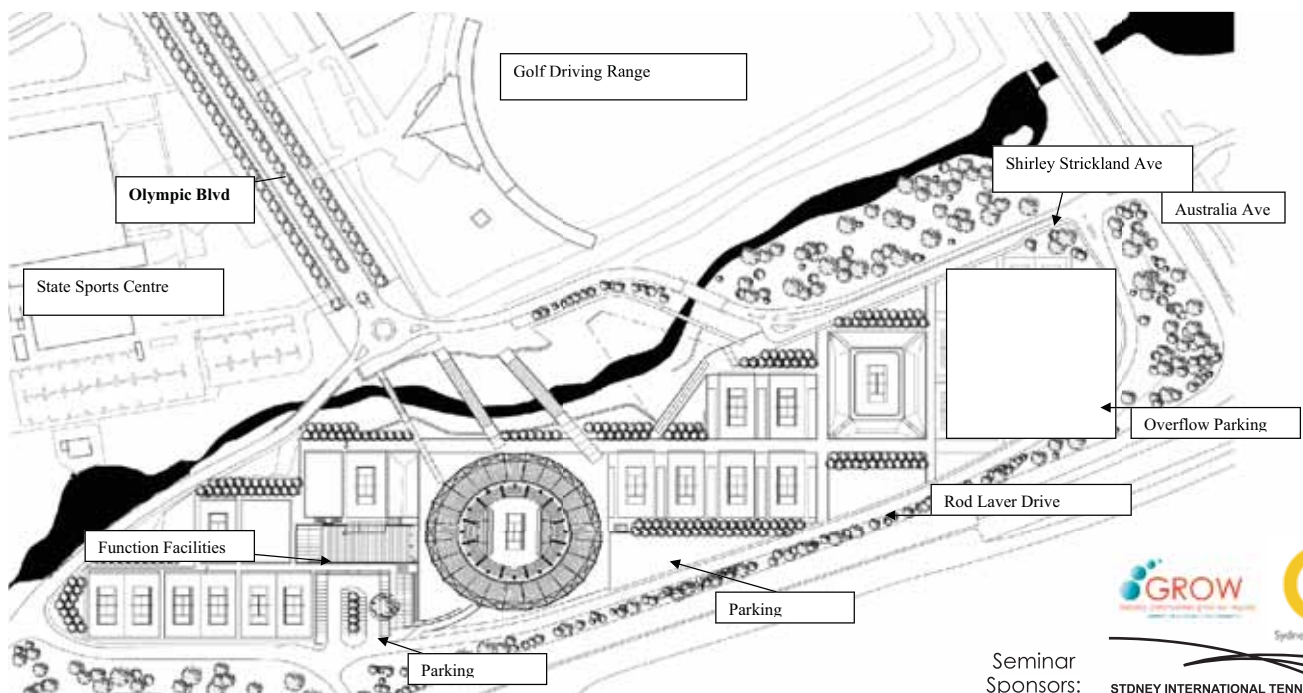
Through his company, Outstanding Results Pty Ltd, he encourages people like you to grow your business with fun, opulence and abundance. This is achieved through motivation, training team members, marketing and networking businesses together to achieve unparalleled growth. Like zero to 100 members in less than 20 months, 39.53% increase in sales in 1 month, re-positioning your perceived market acceptance, are just some examples.

His business motto is...

Shoot for the Moon - Even if you Miss, You'll be Among the Stars



Sydney International Tennis Centre



Seminar Sponsors:



STONEY INTERNATIONAL TENNIS CENTRE

Program

- 4.15 pm **Registration**
- 4.30 pm **John Pastor from Outstanding Results**
"Serving Aces - 13 Ways to Close a Sale"
- 5.30 pm **Refreshments**
- 5.40 pm **Future directions for Sydney Wide including special announcement from Sydney Olympic Park**
- 5.50 pm **Networking and refreshments including special display by the Wilton Tennis Academy on Centre Court**
- 7.15 pm **Close**

Who Should Attend

- Hotel and venue Managers
- Attractions
- Event/meeting planners
- Transport servicing the area- coach and car hire companies
- Tour operators
- Restaurateurs
- Suppliers to the tourism and meetings industry - caterers, equipment hire, audio visual production houses, local gift products

For More information

Louize Godlonton - 9810 6324 or 0414 704 778
 Matt McDonell - 8853 1911
 Email: info@sydneywideconferences.com.au

Register Now

PLEASE COMPLETE AND **FAX TO 4588 5896** OR MAIL TO **PO Box 5534 South Windsor NSW 2756**

TAX INVOICE (ABN 14 721 310 579)
 This document will be a **TAX Invoice** for GST purposes, once full payment has been made
PLEASE RETAIN A COPY FOR YOUR RECORDS.

Name: _____

Position: _____

Organisation: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Additional delegate: _____

Name: _____

Email: _____

I/We will be attending:

- I/We wish to attend the Seminar
 @\$20 (incl GST) per head

Payment

- Cheque enclosed payable to Greater Sydney Tourism
 Direct Deposit to: Acc. Name: Greater Sydney Tourism Inc
 BSB: 032 274 - Acc. Number: 183 103
 (please include your business name in comments)

Please debit my credit card

Mastercard

Visa

Bankcard

Cardholder Name: _____

Card Number: _____

Expiry date: _____

Signature: _____

Note: Transactions will appear as Tourism Hawkesbury Inc. on your statement.

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Partners



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