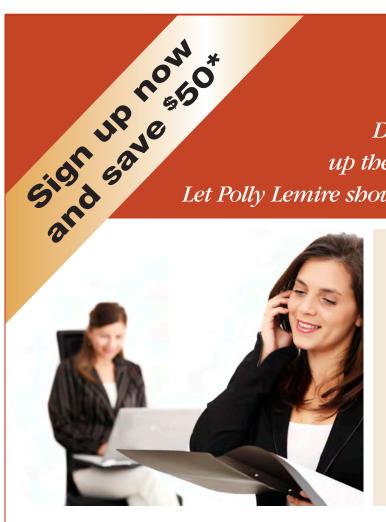# How to *Sell More* with *Less Stress*

Does the idea of "selling" conjure up the vision of a used-car salesman? Let Polly Lemire show you how to sell on your terms.

"I made the sale!"

When: Four Thursdays
May 14, 21, 28 and June 4 • 6:30–9:00 pm

Where: Sebastopol

Cost: $199 until May 4
Practice and workbook included.

Space is Limited • Reservations Required

Register by calling, email or online at www.bizdiva.biz
Cynthia Riggs • (707) 823-1602 • cynthia@bizdiva.biz

Weekly Practice!

Each week, you'll take what you've learned out into the field and practice. Apply what you've learned to your business and bring your experiences back to the class for feedback and ideas. Here are some of the things you'll learn:

Week One: Take the stress out of finding prospects. When you understand the relationship between prospecting, marketing and selling, you can create a prospecting approach that's comfortable for you and your prospect.

Week Two: Take the stress out of the sales process. You don't need to manipulate when you understand how to communicate and build rapport.

Week Three: Closing the sale. How to handle objections and close a sale without memorizing a thousand ways to close a sale!

Week Four: Professional secrets to sell more with less stress and fewer mistakes. How to stay focused. How to pull yourself out of a slump. Why fun and creativity are essential to success! Become a certified success.

***You'll get this invaluable tool for only $199 if you register by May 4.**
After that the cost will be $249. This workshop is the catalyst for successful selling.

Polly Lemire is the author of *The Cold Call Cure* and an independent marketing and advertising professional. She brings more than 25 years of award-winning sales experience to her audiences. Her practical viewpoint and sense of humor have helped hundreds of business owners, financial and insurance consultants, sales people and network marketers become more successful in overcoming the challenges of prospecting and selling, with superior results.

WOMEN BUILDING BUSINESS
Discover the Tools for Your Success