

bowmansharron

partnership

presents

10^{top} tips

A series of practical and intensive training workshops for 2009 presented by Debbie Bowman and Debra Sharron.

***10 strategies to energise your sales approach,
win the attention of your clients and stand out
from your competitors***

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<i>Tuesday 13th January</i>	<i>10 Top Tips for Selling to Agencies</i>
<i>Wednesday 28th January</i>	<i>10 Top Tips to maximise your sales success in a tough market</i>
<i>Wednesday 25th February</i>	<i>10 Top Tips for Making the most of Sales Meetings</i>
<i>Wednesday 18th March</i>	<i>10 Top Tips to overcome objections and promptly close that sale</i>
<i>Wednesday 29th April</i>	<i>10 Top Tips to protect price through skilful negotiating</i>
<i>Thursday 7th May</i>	<i>10 Top Tips for making effective sales presentations</i>

TIME : 9.30am-12.30

VENUE : The Canonbury Academy
London N1 2NQ
(nearest station Highbury & Islington – see map overleaf)

PRICE : £85 + VAT per person

TO BOOK Debbie Bowman 07778 611492

PLEASE debbie.bowman@gmail.com

CONTACT: Debra Sharron 07976 243 776
debra@debrasharron.com

Please see over for booking details

The Trainers

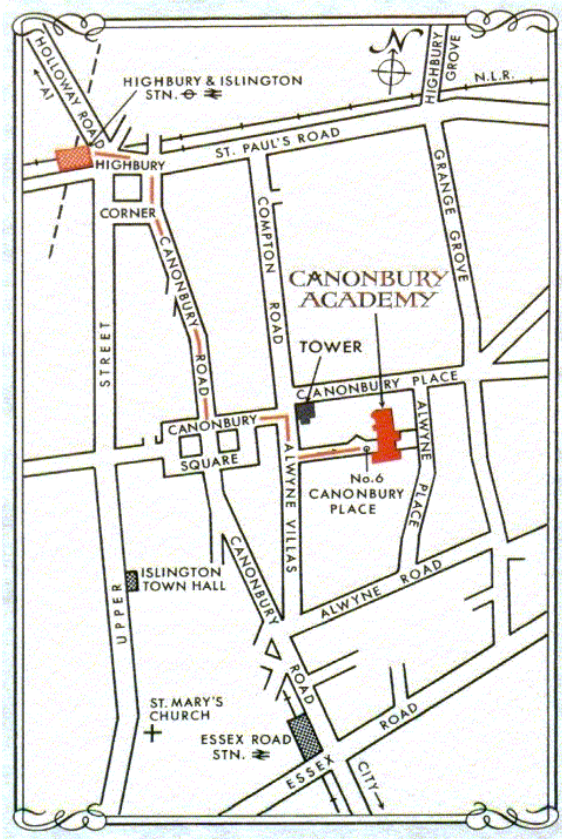
Debbie Bowman is an experienced advertisement sales director who has managed large sales teams in both the national newspaper and consumer magazine markets. For more information visit www.adsalestraining.co.uk

Debra Sharron has over 20 years sales and management experience in consumer and customer magazine publishing. She still manages sales projects in addition to delivering training programmes. For more information visit www.media-sales-training.co.uk

Debbie and Debra have been retained by the PPA for over 12 years where they regularly deliver media sales and management programmes.

Directions:

<http://www.btinternet.com/~canonburyacademy/>



The Canonbury Academy is located 5 minutes walk from Highbury & Islington Station (one stop from King's Cross on the Victoria Line)

Payment Details:

Places are limited and available on a first come, first served basis. To confirm your booking, please send a cheque for £85 + VAT to **The Media Sales Training Consultancy** or contact us for details on how to make a BACS payment.