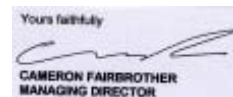


David Ferrier's

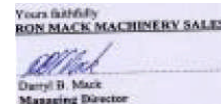
"But I'm a great Networker!?!?!"/Networking success.

We can expose ourselves in business in many ways. Direct marketing can lead to an overdose of rejection and affect even the most positive persons self esteem; we need to 'break it up'. Where do our major accounts network, so we can attend their events with a contact, what events, organizations, trade shows and clubs should we Network at? Twenty-five percent of our time is spent with people we know and seventy-five percent of our time is spent with people we don't know. This talk **systematically, concisely and dynamically** (see testimonials) goes through how to target certain people in the group, how and when to approach individuals and couples utilizing our astute listening skills, how to get out of conversations in a professional and polite way and how to follow up contacts after the event. Taking an **exiting journey** into a hidden form of new business development, networking.

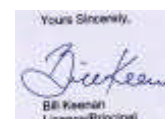


As the Managing Director of a company with 32 staff, managing people is probably the hardest part of my job. This talk has enlightened me to a better way of handling people, and directing my company. It has shown me a better way to achieve what I want and how I want it.

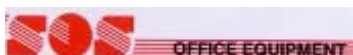
I urge anyone involved in the management of any business to attend this session, and I hope you achieve what I have.



Five of our sales staff including myself recently participated in David Ferrier's dynamic talks on Networking. We all immensely enjoyed the talk and could only benefit from using the techniques in our daily sales procedures.



I found David's talks to be excellent. It is quite unique in many of it's aspects and is definitely very practical and relevant for sales people in "face to face" contact with their clients. There is no doubt that any sales person who implemented the content of David's talks must significantly improve their results.

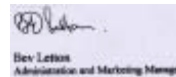


The more experienced members have since changed their attitude to being more positive and have taken on board a whole new outlook on personal development.

The structured sales meeting that they performed was awe inspiring. The degree of self-belief was way beyond all expectations.

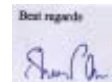


First of all I would like to thank you for a brilliant talk. I Fully Enjoyed my time in your session. As I have attended other sales talks before they hold no comparison to yours.



Our relationships with our customers have improved since undertaking David's sessions, and our sales conversion rate has definitely increased.

I would recommend David Ferrier and his inspirational talks to anyone considering improving the interpersonal and sales skills of themselves or their staff.



I really enjoyed the workshops during the talks, which gave me exciting ways of using the skills you taught.

David, thank you for effectively teaching me the skills I need to becoming the "Elite Sales Professional". I will have no hesitation in recommending your Networking talk to fellow business associates.

Contact Details: David Ferrier Ph: 0450 412 355 david@impressiveads.com.au