

BNI LONG ISLAND – NETWORKING & EDUCATION:

First in a Series of Monthly Events.

- Date:** Friday, March 19, 2010
Time: 7:00AM
Location: Harvest Diner, 841 Old Country Rd., Westbury, NY
- Topic:** The Economy Is Recovering...Are You?
- Speaker:** Mark Berezow, Executive Vice-President and a Principal of Sandler Training/TEM, a Long Island based consulting and training firm.
- Investment:** \$15 in advance (register at www.bni-li.com); \$20 at the door, subject to availability. Includes breakfast .

This interactive, high-energy program will cover the critical steps to increasing your revenues by selling differently and closing more business in a turbulent economy. CEOs, Presidents and Business Owners will gain insight on whether or not their salespeople have what it takes to sell in a time of economic uncertainty using the following:

- The secrets to shortening your sales cycle.
- How to differentiate yourself from the competition.
- Why traditional business practices turn sales professionals into “unpaid consultants.”
- How to take control of a sales call without being pushy.
- How to deal with “I want to think it over.”
- Why people who should be good at sales don’t work out.
- Avoid sales you thought were closed only to have prospects experience buyer’s remorse.
- Reduce dependence on “lowest price” to close the sale.

Seating is limited to 75 people, so DON’T DELAY! REGISTER NOW!

www.bni.li.com