



Dare Dreamers

*Moving Individuals and Organizations
out of Thought and into Action.*

DEVELOP YOUR SKILLS WITH DARE DREAMERS' TRANSFORMATIONAL SALES DEVELOPMENT PROCESS!

**This Powerful Series Starts April 20, 2005- 8:30 to 10:30 AM
At the Annapolis Anne Arundel Chamber of Commerce**

YOU CAN INCREASE YOUR SALES 30% OR MORE!!

Dare Dreamers' Excellence in Sales™ is a powerful 10-week **Sales Development Process** that is *guaranteed* to help you refine networking, marketing, and sales skills while balancing your personal life. There is no quick fix here! Instead, you will engage in a powerful group and individual coaching process. This process will empower you to identify your critical success factors and design a plan that helps you replace non-productive attitudes and behaviors with results-producing ones. We call this transformational approach the power of spaced repetition. By meeting for 2 hours a week for 10 weeks you will have an opportunity to apply the shared learning to your real work and then return to evaluate, strategize and ultimately sharpen every skill related to the sales process.

Whether you are an Entrepreneur seeking to more effectively represent your product or service, or a Sales Representative selling goods or services, you can **improve your results** using the personal insight and knowledge you will gain from **Dare Dreamers' Excellence in Sales™** program. Working in a small group led by Certified Self Management Coach Carol Kerr, you will explore:

<ul style="list-style-type: none">• Your personal vision• Your mission• Values• Prospecting• Motivation• Self Management	<ul style="list-style-type: none">• Goal-Setting• Time Strategies• Obstacle Analysis• Action Planning• Effective questioning techniques
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<ul style="list-style-type: none"> • Success Attitudes and Habits • The Sales/Buying Process • Referral Sources 	<ul style="list-style-type: none"> • Communication Skills • Building a case for action • The Value Proposition
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Carol's 20 plus years of experience in sales with Procter and Gamble, combined with her coaching and facilitation skills, create a powerful process and supportive environment for self-improvement.

Only ten participants may participate in **Excellence in Sales™** at the specially ***discounted price we are offering to our Annapolis Chamber group, so don't delay!*** **What would a 30% increase in sales put in your pocket in 2005?**

Probably much more than the special \$995.00 early registration price we are offering to everyone who registers by April 14! In addition to the 10 group sessions, your \$995 investment includes two individual coaching sessions that will help you leverage your own unique strengths to improve your sales results. Who else offers this level of commitment to your individual success at such a reasonable price!

We are so sure that **you will increase your sales results** as a result of applying the learning of **Dare Dreamers' Excellence in Sales™** that **we guarantee it:** If you complete this program, including your two individual coaching sessions, and you apply what you learn to your sales process and you do not see 30% or more improvement over the next 6 months, we will refund your program fee minus the charges for your workbook, text and CDs. If you need more details call 410-349-1397 or 410-348-8044. We are committed to your success, because at Dare Dreamers we only succeed when we help you achieve your dreams!

