

Who Should Attend?

Business Owners, Consultants, Sales and Marketing - seasoned and non-seasoned professionals, Meeting Planners, Non-Profit professionals...

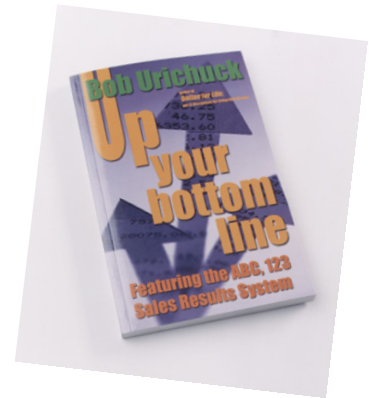
And anyone who wants to Up Their Bottom Line!



XL Calgary presents
UP YOUR BOTTOM LINE
featuring
The ABC, 123 Sales Results System

Are You or Your Staff...

- Dissatisfied with your sales results?
- Wasting too much time on non-productive activities?
- Making too many bids and proposals that don't turn into sales?
- Experiencing difficulties closing the sale?
- Experiencing sales cycles that take too long?
- Missing out on the margins & profits that you need & want?
- Lacking a structured sales system?
- Doing OK and want to go to the next level?



If you answered yes to any of the above, **then you must take advantage of this opportunity.**

Wednesday, October 17th 2007

Calgary Area Outdoor Council (Kensington)
1111 Memorial Dr. NW
Calgary

7 pm to 10 pm

Registration and networking at 6:30 pm

Regularly \$89.99

MENTION CODE *bobyyc* and pay *only \$29.99!!*

Pre-purchase 4 tickets and get one for FREE!

Seating is Limited – RSVP Today!!

[CLICK HERE TO REGISTER BY E-MAIL](#) or call **Stephanie at 403.890.1941**

***Our world revolves around sales. Buyers are everywhere!
What are you doing to help them buy from YOU?***

The global marketplace is heating up. Competitors are appearing out of nowhere and expectations are high. In today's, market both the business owner and seasoned sales professional must produce at their peak. You must be pro-active, energetic, entrepreneurial, self-motivated and focused on efficiency.

Bob Urichuck presents the skills and non-traditional techniques, along with a wealth of rich ideas, that will give **you and your team the edge!**

Seminar Content

Sales as a profession:

- The Buyer's System
- Overview of the ABC, 123 Sales Results System
- Attitude
- Behaviour
- Competencies - Qualify, Close, Present.
 - Building Rapport
 - Being, and maintaining Control of the sales process
 - Setting Parameters
 - Uncovering buying Motivators, financial ability, and decision making
 - Summarizing
 - Prescribing Solutions
 - Account retention and development

Increase Sales Results - the Bottom Line

- Increase productivity - Attitude, Behaviour
- Shorten Sales Cycle - Competencies
- Increase margins & profits -
- Learning a structured sales system
- Build rapport and gain trust -
- Stay In control of the sales process -

Plus much more that will leverage your competitive business success, now and forever!

Who is Bob Urichuck?

Bob Urichuck - Best Selling Author of books titled: **"Online for Life: The 12 Disciplines for Living Your Dreams"** and **"Up Your Bottom Line, Featuring the ABC, 123 Sales Results System"**, has been recognized as an International Sales Expert and published in the book **"Sales Gurus Speak Out"**.

Bob has also been recognized as Consummate Speaker of the Year (2000) and awarded Platinum Speaker Status by Meeting Professionals International (MPI). Bob is also a **Certified Master Trainer** (CMT), Certified Sales Professional (CSP) and holds a Diploma in Adult Learning from St. Francis Xavier University. Bob is the Founding President of the Canadian Association of Professional Speakers (CAPS) Ottawa Chapter.

Bob is a catalyst for constant improvement and a cultivator of human potential. His purpose is to inspire, educate and empower people and organizations globally to significantly increase their performance capability while constantly improving the quality of their lives and the lives of others. Visit www.BobU.com to subscribe to Bob's **free weekly e-minute** to view his learning tools, articles and other information.



XL Networking Breakfast October 18th. BY INVITATION ONLY

[TO REQUEST AN INVITATION TO THIS EXCLUSIVE EVENT CLICK HERE](#)

If you attended Bob's presentation and would like to know more about what XL is doing, then you should attend this breakfast at 7.30 am the following morning.

XL Results Foundation has built Asia's Largest Entrepreneur and Coaching Network. It provides individuals worldwide with invaluable resources to accelerate their personal success, and to contribute with maximum impact for the benefit of others.

What You will Learn:

- How Business owners and Entrepreneurs are plugging into the right network to accelerate the growth of their business
- Where in the world professionals are capitalizing on opportunities
- Tools of how successful Entrepreneurs make decisions
- Time-tested Business Techniques and Business Strategies

Who Should Attend:

- Entrepreneurs
- Business Managers
- Business Owners
- Professionals
- Business Coaches who wish to embark on businesses in Canada and beyond
- Others who are interested in Effective Giving

Breakfast is by Invitation Only

[TO REQUEST AN INVITATION TO THIS EXCLUSIVE EVENT CLICK HERE](#)

For more information on XL visit www.resultsfoundation.com