

# ACHIEVING BRAND LOYALTY & SALES VELOCITY



Date: 11<sup>th</sup> September 2013  
Time: 9.30am – 6.00pm  
Venue: Shah Alam Convention Centre

with **Bob Urichuck**

International Professional  
Speaker, Trainer and Author

BROUGHT TO YOU IN PARTNERSHIP BY



# ABOUT THE SEMINAR

- ENSURE **YOU** LEAVE A MARK ON YOUR CUSTOMERS AND REMEMBER **YOU** AS DIFFERENT FROM THE FLOCK.
- BOOST YOUR SALES RESULTS BY LEAPS AND BOUNDS.
- CAPTURING IMPRESSIVE PROFITS AND SALES MARGINS BEYOND YOUR IMAGINATION.
- ART OF CREATING GENUINE RAPPORT AND CHEMISTRY, ENJOY A MUTUALLY BENEFICIAL RELATIONSHIP WITH YOUR CUSTOMERS.
- CONFIRM SALES FAST AND BUILD LIFE LONG CUSTOMER LOYALTY AND FOLLOWING.
- ENSURE YOUR HAPPY CUSTOMERS HELP YOU BUILD FURTHER CUSTOMERS AND BRAND FOLLOWING.

## WHY THIS SEMINAR

In this one (1) day customized seminar, you will learn new **TECHNIQUES and STRATEGIES** to increase productivity, commitment, customer loyalty, close more sales, and **EARN MORE MONEY!** In leaps and bounds!

Don't let challenges hinder your revenue production! Sales people and business owners who encounter challenges that prevent them from increasing their revenue will find out how to not only solve their challenges but change their sales process so that the challenges never happen again. And it will be smooth sailing all the way, cruising to increased bottom lines!

## WHO SHOULD ATTEND?

Sales, Business Development, Management Team and Business Owners – if **YOU** want to make more money, close more sales, get new and innovative tactical strategies for increasing commitment, brand loyalty, sales and profitability, then this is the workshop for you. Look no more.

### Book your place

at the conference

**Ms. Ho Kit Peng** | Phone: +603 7966 2885  
[hokitpeng@job-hunt.com.my](mailto:hokitpeng@job-hunt.com.my)

**Ms. Anise** | Phone: +603 7966 2881  
[anise@job-hunt.com.my](mailto:anise@job-hunt.com.my)

## YOU WILL FIND OUT THESE SECRETS OF SUCCESS

- Lead masterful sales conversations from beginning till end.
- Master your mindset to obtain the results you desire.
- Master the “buyer focused” system to achieve outstanding results.
- Empower the buyer to be loyal to you and your brand.
- Discover yourself, your strengths and weakness and capitalise on it.
- Get rid of fear and turn it to your motivation and self development.
- Know how to identify your successes and be consistently proactive in all that you do.
- Analyse and evaluate the competition and use that information to your advantage.
- Identify and develop personal goals and action plans on a disciplined basis.
- How to control of your daily pay-time and sharpen your time management skills.
- Discover the best **Return On Time Invested (R.O.T.I.)** by creating a high value – high impact marketing plan.
- Learn about the **Buyer Focused Velocity Selling System** to establish trust, break down barriers and enjoy a beneficial communication with customers.
- Building rapport within the first few seconds.
- Maintain control of the entire sales process, the art of handling questions, and provision of information.
- Know the real decision makers and when they will be ready to make a decision.



Bob Urichuck is a globally sought after Sales Speaker and creator of the “Buyer Focused” Velocity Selling System. He is ranked as one of the Top 4 Sales Guru in the world in 2012, and has been interviewed by TV and radio stations around the world. He has spoken in over 1,000 cities in over 45 countries to audiences with as many as 10,000 participants at an event. His worldwide clients include many Fortune 500 companies, government departments, international associations and institutions.

Bob is the author of the best-selling books ‘Disciplined For Life: You Are The Author Of Your Future’ and ‘Up Your Bottom Line Featuring The ABC, 123 Sales Results System’. 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 with whom they come in contact. Now, back in Malaysia, Bob is ready to transform your Business & Life to achieve your dreams.

## REGISTRATION FORM

### ACHIEVING BRAND LOYALTY & SALES VELOCITY WITH BOB URICHUCK

Date: 11<sup>th</sup> September 2013 | Time: 9.30am – 6.00pm

**PROGRAM FEE**  
MRCA Member

**Early Bird** (Confirmed before 16<sup>th</sup> August 2013)  
RM599

**Normal**  
RM999

Kindly complete and fax this form before 6<sup>th</sup> September 2013 at: **+603 7966 2838**

**Organization**

**Contact Person**

**Designation**

**Email**

**Phone / Fax**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_ / \_\_\_\_\_

Official Company Stamp and Address

No	Name (Mr/Ms/Mrs)	Designation	Email
1	_____	_____	_____
2	_____	_____	_____
3	_____	_____	_____

#### PAYMENT METHOD

CHEQUE (Kindly Fax Bank Slip to +603 7966 2838)

LOCAL ORDER

**Account Name**

JOB HUNT TRAINING SDN BHD

**Option #1**

PUBLIC BANK BERHAD  
Account No: 38107 85727

**Option #2**

MAYBANK BERHAD  
Account No: 5127 5431 7213

#### TERMS & CONDITIONS

- I. Full payment shall be made upon registration.
- II. Registration fees is inclusive of course materials, certificate of attendance, lunch and refreshments.
- III. Job Hunt Training reserves the right to reschedule, make changes to the programme, venue, speaker and/or topic, or cancel the event due to unforeseen circumstances.
- IV. No refund will be affected for any cancellations upon registration.
- V. Replacements and representatives are allowed, however the fees paid are not refundable.

Upon Submission of this registration form, you undertake to have read and understood the terms and regulations of the Registration Policies.

#### BOOK YOUR PLACE NOW!

Ms. Ho | Phone: +603 7966 2888 | Email: [hokitpeng@job-hunt.com.my](mailto:hokitpeng@job-hunt.com.my)  
Ms. Anise | Phone: +603 7966 2883 | Email: [anise@job-hunt.com.my](mailto:anise@job-hunt.com.my)

