



Next program launches Aug 20, 2007

CPSA Professional Selling Program

Earn the education requirements necessary to become a Certified Sales Professional (CSP)

"Develop the winning edge; small differences in your performance can lead to large differences in your results."

- Brian Tracy

Recommended Read:



The "Secret"
by Rhonda Byrne

An excellent teaching tool for attracting what you want in life!

\$18.26 CDN amazon.ca

\$13.17 USD amazon.com

Are you Ready for the 4th Quarter Sprint?

Summer is an amazing time to relax, rejuvenate, revive – and prepare for the 4th Quarter Sales Sprint!

The next few weeks are an opportune time to strategically review your sales and marketing plans before the hectic fall selling season.

Consider the following exercises to help you get ready:

- Review your sales by client – Compare actual vs. target sales goals
- Pro-actively set-up meetings with your key clients to discuss their needs
- Schedule your 2008 Strategic Planning Session
- Assess your sales skills – is it time to invest in upgrading your skills this fall?

Enjoy these last few weeks of summer and find a tranquil place to think and review - a lake, walking trail or quiet rock - to map out your plans for a stellar fall selling season. Focus on attracting what you want most in your business and personal lives, write it down, and then make sure all of your decisions and actions are aligned with those goals.

On your marks... get set... go!



"Lisa provided me with many useful sales tools, with an emphasis on becoming more proactive, rather than reactive in my sales job. The Consultative Selling Approach has become an enormous benefit and advantage in my sales presentations."

Joy Durnan - Account Executive,
Precidio