



Construction Sales Training

*Sales Techniques Designed Specifically
for the Construction Industry*

Wednesday, December 11, 2013
Quality Inn-Maryland Heights
2434 Old Dorsett Road
St. Louis, MO 63043
1:00 p.m-4:00p.m.

**Registration: \$40 ASA Member
\$60 Non-Member**



**Nationally Known
Construction
Sales Trainer:**
*Tom Woodcock
Seal the Deal*

Presenter: Tom Woodcock, Seal the Deal

Sales Presentations & Public Speaking:

Giving a sales presentation or bid proposal can be nerve racking. What do you say? How do you say it? What type of format should you incorporate? Does it even matter? Even worse, what if you have to speak publicly? We will review the techniques used by professional, successful business development personnel. Effective presentation ability breeds greater close rates and profitability.

Selling at the End of the Project:

When you've finished a project or transaction, how do you line up the next one? What effect do the crews, foreman and company personnel have on the customer throughout the project? We'll discuss setting a process in place that enhances recurring business and customer loyalty. Many contractors make significant selling errors through the course of the project and then wonder why they have to fight for every opportunity.

Make Check Payable to ASA-Midwest Council
P.O. Box 510743
St Louis, MO 63151
MasterCard, Visa and Discover accepted
Phone 314.845-0855 / Fax 314.845-0866
susan@asamidwest.com

COMPANY: _____ PHONE: _____
ATTENDEES: _____ EMAIL: _____
_____ EMAIL: _____
_____ EMAIL: _____

CC# _____ Exp date: _____ V code _____ \$amount _____
Billing Address: _____ City/State: _____ Zip: _____

PLEASE RESPOND BEFORE December 9, 2013 * NO SHOWS WILL BE BILLED**

American Subcontractors Association-P.O. Box 510743 St. Louis, MO 63151 (314) 845-0855 susan@asamidwest.com