Birchwood Hotel & OR Tambo Conference Centre

18th NOV 2026

TRAINING BOOSTS PRODUCTIVITY, MOTIVATES EMPLOYEES & IMPROVES THEIR KNOWLEDGE & SKILLS!!







ABSOLUTE SALES WORKSHOP

The Art of Prospecting, Sales Fundamentals, Understanding your Customer, Skills Development, Persuasion and Influence, Relationship Building, Handling Objections, The Art of Closing a Sale

Some of the topics to be discussed

- Unveiling the psychology of the Art of Selling
- How to build a Sales Killer pipeline and funnel andsuccessfully manage it
- Spin Selling: What is it and how to apply it? What is SolutionSelling? Mastering the Art of Solution Selling
- The great benefits of connecting with prospects on an emotional level
- Great secrets of a Master Closer revealed.
- Dealing with Change in a volatile, uncertain, complex and ambiguous world
- Neuroscience(How the buying brain works?)

Benefits of attending

1. Discover effective methods and techniques of generating and developing business opportunities and make sales.
2. Accepting and appreciating the importance of building and generating a consistent Sales pipeline to deliver predictable performance
3. Understanding practical initiatives , providing training and coaching Salespeople into Sales Champions
4. Acquiring knowledge and skills on the Art of Selling and mastering the best Closing techniques
5. Networking and comparing notes with like-minded individuals, learn from their mistakes and forge your own success while making invaluable new business connections that will last a life-time.

Organized by:

PSM CONSULTING
PROJECT MANAGER: SEAN

To register, please contact: Sean
Cell: 073 724 8614
Email: sean@psmconsulting.co.za

Our Motivational Speakers:

CAROL POTGIETER

Owner@ HPD Consultants cc
Essential Skill Facilitator
Exceptional Soft Skills Facilitator
Transformation/ Leadership Coach & Speaker
HBDI Practitioner and Facilitator
Sales Trainer
Essential Skills Trainer

GILLIAN LINDSELL

* Managing Director
* Inspirational Speaker/ Resilience Coach at Bulletproof
* Best Facilitator
* Corporate Coach, Trainer and Team Developer at Captivate International
* Content Developer, Trainer and Facilitator at the Branson Centre of Entrepreneurship
* Lecturer, Facilitator (IMM, ICB, IBS, SAIM) * Training Facilitator at the Networking Company

Conference Objectives

1. To up-date strategic initiatives and viable solutions to the key challenges faced by Sales Professionals
2. To up-date , explore and utilize your CRM Technology to its maximum, keeping your business current, relevant and profitable
3. To up-date and master best Sales skills and techniques you need to out-sell your competitors in the ever-changing Sales Landscape

Audience to come from

- Government , Municipalities
- Parastatals
- Banks , Retail Industry
- Manufacturing Firms
- Health and Fitness Industry
- Mining Sector , Security Industry
- Tourism and Hospitality Industry
- Telecommunications Companies
- Logistics and Freight Industry
- Warehousing and Storage Industry
- Agro-based Companies
- Schools and Universities
- Non-Profit Organisations
- All Businesses

Who should attend?

- Government Officials
- Municipality Officials
- Bank Managers
- Sales Directors
- Regional Sales Managers / National Sales Managers
- Account Managers / Account Executives
- Sales Engineers / Technical Managers
- Client Relationship Managers / Territory Managers
- Key Account Managers / Chief Sales Officers
- Chief Sales Officers / Business Development Managers
- Sales Executives / Sales Representatives
- Scientific Sales Representatives / Brand Ambassadors
- Strategic Account Managers / Investment Representatives
- Wealth Management Advisors / Financial Planners
- Wholesale Managers / Marketing Managers
- Inside Sales Representatives / Outside Sales Representatives
- Franchise Development Managers / Advertising Sales Representatives
- Sales Consultants / Direct Salespersons

REGISTRATION FORM TO ATTEND

R3199.00 Normal Investment fee per person Inc.Vat

Send your completed registration form to: sean@psmconsulting.co.za

DELEGATES:

1: Full Name:.....

Job Title.....Email.....

Organization.....Tel No.....

2: Full Name:.....

Job Title.....Email.....

Organization.....Tel No.....

ACCOUNT:

Name.....Company VAT No.....Direct Tel No.....

Job Title.....Fax:.....Email:.....

Postal Address:.....Signature.....Date.....

AUTHORIZATION:

Full Name:.....Job Title.....

Organization.....Direct Tel No.....

Email:.....Signature.....Date:.....

TERMS AND CONDITIONS: The following terms and conditions will apply: PATRIC STANLEY MANAGEMENT CONSULTING reserves the right, due to circumstances beyond our control, to change speakers, conference content, date and venue. The signed registration form is a binding contract. No seats will be reserved unless PATRIC STANLEY MANAGEMENT CONSULTING receives a signed registration form.

SUBSTITUTIONS: Delegate Substitution is welcome at the time and do not incur any additional charges. Please notify PATRIC STANLEY MANAGEMENT CONSULTING in writing of any such changes at least 3 days before the date of the event. Please note that the speakers and topics were confirmed at the time of publishing; however circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, PATRIC STANLEY MANAGEMENT CONSULTING reserves the right to alter or modify advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated and sent to you as soon as possible.

CANCELLATION: A 50% cancellation fee is applicable for cancellations received within less than 7 working days prior to the conference. No refunds will be given for delegates who do not show up, or for cancellations within 24 hours of the conference that they booked for. The company/individual is liable for full payment of the conference fee. PATRIC STANLEY MANAGEMENT CONSULTING reserves the right to change the venue or cancel the summit should it be deemed necessary. Payments will only be reimbursed should PATRIC STANLEY MANAGEMENT CONSULTING cancel the summit. Legal action will be taken for the recovery of any outstanding payments. Any legal and related costs will also be for the account of the client.