

The Rev Sales Network invites you to join us for

“Tight Market Tactics”

With John Morrell, The Referral Guru

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The Network for
Sales Professionals

RSN Rev-Up Series
AUCKLAND 2010



The Topic

Keep your sales booming in hard times with Tight Market Tactics!

Don't be dominated by a poor performing market, “TMT” is a weapon for proactively battling the market with a clear plan to keep business booming.

Join award winning business consultant John Morrell – aka The Referral Guru, as he takes us through some tried and tested tactics dedicated to increasing your ROI in tough business conditions.

John will help you deploy unrealised support networks and leverage the strength of your existing customer base—something we all need to do!

In John's 45 minute presentation he will outline:

- The key behaviours critical to sales success
- The importance of sound planning
- Correlation between service and referrals
- Who to ask, when to ask and how to ask for referrals
- Unleashing the power of third party endorsement

The Details

RSN Rev-Up Series 2010 “Tight Market Tactics” With John Morrell

12pm—1.30pm, Wednesday 23 June 2010
OfficeMax Training Centre
30 Sir Woolf Fisher Drive,
Highbrook, East Tamaki
Auckland

Rev Sales Network Members: Free
Non-members: \$49 + gst pp
Includes light lunch



With thanks to



OfficeMax® NZSALES Manager

The Presenter

John Morrell is a proven partnership broker with over 30 years of hands-on Sales and Marketing experience.



A top performer in sales and sales management, John understands the daily challenges faced by motivated professionals when it comes to leveraging sales teams and their respective clients for new business.

Based in Hawkes Bay and working throughout New Zealand, John's company New Zealand Business Forums won the 2008 Vero Excellence in Business Support award in the category of Public-Private Sector Partnership and is a finalist in the 2010 awards in the category of “One To Many Offering”.

How To Register

To register your attendance [click here](#) to go to our Event Registration page, or just go to our events page at www.rsn.co.nz and complete the registration form before Friday 11 June.

Hurry! Our last Rev-Up was oversubscribed!
Spaces allocated on first reserved, first served basis. Limit 80 attendees only.

Visit us at www.rsn.co.nz