

ONE DAY SEMINAR

SELL NAKED[®] Successfully!

Sales Trainers ❖ Human Behavior Specialists
Executive Coaches ❖ Authors



“A One Day Event to Increase
Business in the Wedding Industry”

Joe and Dawn Pici

PICI
&
PICI
INC.

www.PiciandPici.com

SELL NAKED on the Phone



JOE PICI & DAWN PICI

STRIP AWAY THE BARRIERS BETWEEN YOU AND SUCCESS IN SALES

The ONLY Sales Seminar
that pays for itself!

Success can be yours

Joe and Dawn have worked internationally as trainers /speakers with companies and individuals for the past 15 years. They specialize in Performance Management.

Authors of the books, *Sell Naked on the Phone* and *Sell Naked in Person*, Joe and Dawn are sales professionals who have ranked among the top 25% in sales for a national corporation. They are also certified human behavior specialists. Combining their years of sales experience with their knowledge of human behavior, they have developed turnkey programs to help companies and individuals achieve personal and professional success.

www.PiciandPici.com

Increase your Earning Power with the 10 things you will learn

1. Your prospects are predictable once you understand human behavior
2. How to 'read' your prospects and gain insight into their needs
3. A formula to find your customers hot buttons
4. Power prospecting and lead generation at networking events
5. Creating value propositions that get your 'foot in the door'
6. How to get your voice and emails answered
7. How to deliver irresistible presentations
8. A fool proof system to close even the most skeptical buyer
9. How to create customer loyalty and on going referrals
10. Telephone scripting to capture your prospects interest so you can get more appointments

Increase your Potential

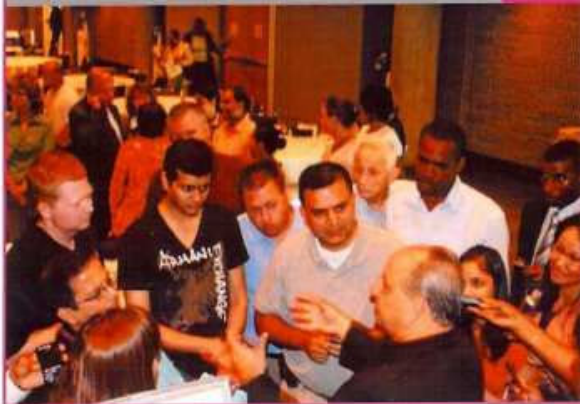
Joe will help you book appointments with YOUR Prospects!

The unique difference between these sales seminars and others is application. The Sell Naked Successfully System is designed to MAKE money for you by giving you the opportunity to apply these principles during training. Joe will help you improve your telephone skills while creating new business as you make 'hot' calls during Live Telephone Contacting!

Joe Pici is internationally known as "the best in the business on live, cold and warm calls." On day three you will have the opportunity to work with him as he coaches you on the phone.

Date: September 28th 2010 Time: 9:00 – 5:00 Location: Holiday Inn Main Gate East, 5711 West US Hwy 192, Kissimmee FL 34746 Phone: 321-401-1019

Register with the application attached. Space is limited!



"When we coordinate our effort with the effort of others, we create rapport and build success for all involved."

Joe Pici

"The more solid your rapport with your client base is, the greater sustainability your business will have."

Dawn Pici



Name(s):

Address:

City:

**Early Bird Special \$250.00 by July 18th
after July 18th \$275.00 at the door \$300.00.**

Method of Payment : Cash Check VISA Master Card Discover

Card Number: # - - -

Security # on back of card: Expiration Date: -

Signature:

Print Name as it appears on card:

Mailing Address if different from above

Names:

Address:

City:

State:

Zip:

Mail to: Pici and Pici Inc.,

Make check payable to "Central Florida Bridal Association" and send to: Central Florida Bridal Association c/o Priscilla Lucas, Party Flavors 1063 S. Clarke Rd Ocoee, FL. 34761

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