F.A.Q's

Stephen Wren Consulting Pty Ltd

3 Day Seminar Newcastle July 10 – 12 (Tue – Thu)

When?

12 Steel Street Newcastle from 9am on Tuesday 10th July. Be there at 8.45am.

How much is the Seminar?

$1,200 plus gst per person. The fee is payable in cleared funds up front to cover the considerable overheads including the venue and the preparation of materials which are personalised.

Am I guaranteed employment if I do the course?

No. SWC is however a nationally recognised and respected company and the directors have close relationships with many of the largest motor dealer groups in Australasia; including A P Eagers, Peter Warren, Inchcape and many major brands. They are always looking for people and favour those who are ready to hit the ground running.

Do I get a diploma?

You will receive a certificate of completion with a reference to reflect the effort, standard and impression you made. You will also be resourced by SWC after the seminar and into any employment period for as long as you desire it. We have a vested interest in placing you in employment as this fulfills our role as partners to dealer groups.

What sort of things will I learn?

You will be provided with leading edge strategies, tactics, word paths (scripts) etc to enable you to communicate effectively with sales prospects. This will include;

- Presentation skills
- Objection handling
- Follow up and follow through
- Being unique
- Background on the motor trade and insights into fitting in instantly
- Time management
- Networking
- Personal growth

You will also receive client management skills training and be provided with resources and learning outcomes to assist you at a personal level. This firm believe that its quality people who become quality professionals.

You will be provided with options to your range of abilities that will provide you with ***advantages over average salespeople*** IF you choose to use them and if you pay to do this course, that's evidence you will!

BE THE BENCHMARK