

SALES TRAINING FOR THE STAFF

Overview

The **PUMC three part, On-Line Comprehensive Sales Skills Training program** will provide proven techniques to help your staff close—phone shoppers – e-mail inquiries – and targeted social media members. These "how to" sessions will each last for 90 minutes and allow your staff (up to three) to get the specific training they need right in your office. No travel expenses involved. Using the Internet and a computer your staff will learn how to:

- Convert calls into appointments
- Sell new services
- Stop shoppers in their tracks!
- Close e-mails into appointments
- Follow-up on unclosed consults
- Turn satisfied patients into referrers
- Make social media marketing work!
- Drive MediSpa clients into surgeries
- Improve fee-quoting skills

Fees & Registration

Part 1 – Phone Skills Training

- ~~Tuesday, October 20 - \$199 - 9:30 AM PST~~ **Close!**
- Tuesday, November 17- \$199 – 9:30 AM EST
- Tuesday, December 15- \$199– 9:30 AM PST

Part 2 – E-mail Response Training

- ~~Wednesday, October 21 - \$199 - 9:30 AM PST~~ **Close!**
- Wednesday, November 18 - \$199– 9:30 AM EST
- Wednesday, December 16 - \$199– 9:30 AM PST

Part 3 – Social Media Training

- ~~Thursday, October 22 - \$199 - 9:30 AM PST~~ **Closed**
- Thursday, November 19 - \$199– 9:30 AM EST
- Thursday, December 17 - \$199– 9:30 AM PST

Registration Form

(Please print)

Total to Charge _____

Today's Date: _____ Email: _____

Doctor's Name: _____ Specialty: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Attendee #1: _____ Position: _____

Attendee #2: _____ Position: _____

Attendee #3: _____ Position: _____



Visa

MasterCard

Discover Card

AMEX

Name as it appears on card: _____

Card #: _____ Expiration Date: _____

Credit Card Zip Code: _____ ID Code on back of Credit Card: _____

Fax registration form to: (323) 756-3456

All confirmations are final. However, you may transfer your registration to a future training.

(323) 756-8371

FAX: (323) 756-3456

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