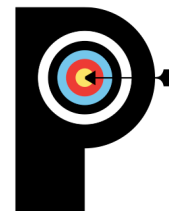


Practical  
Proven  
People  
Performance  
Programs



Progress.

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# The **B·E·S·T** Business Intensive - Finding New Business

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‘Motivating and empowering your people to perform at their BEST for your organisation’

Finding new people to see and the skills to influence them are some of the biggest challenges for many business people. The BEST System can help you beat those barriers – to help you find possible new business, and create the BEST environment for sales success.

Our Proven Program is a 2-hour intensive for busy people covering:

- Identifying and classifying your ideal and possible prospects
- Practical networking skills and strategies
- Confident cold calls – face to face or telephone
- Really easy referrals
- Using pre-approach mailings and email marketing
- Overcoming your personal blocks and barriers

Workbooks are provided - so just bring yourself, a pen, an open mind and a strong will to learn and grow.

For further information on ways that Progress Training Systems can help your organisation Progress further call today on +61 29527 2280 or email [admin@progress.com.au](mailto:admin@progress.com.au)