



Professional Selling Skills: Practical Guide for Success

October 23 - 24, 2018 | 9.00am - 5.00pm | Shah Alam Convention Centre

FACILITATOR

Dr. P.M Low, as he is popularly known, is a speaker with diverse hands-on experience and a career that spans 35 years. As a dynamic speaker and trainer, he has an impressive track record of providing effective training to both government and private such as organisations including academic institutions, private sectors, academic institutions including inter-alia; Private sectors Composites Technology Research (M) Bhd. (CTRM), MISC Bhd, Permata, Royal Selangor International Sb, Taman Negara Malaysia, Malaysian Airlines System (MAS), Government organisations and Academic institutions. His revolutionary approach in using acronyms during his training to enhance comprehension and invaluable takeaways as reference has won him recognition as Master trainer in the training arena. He is accredited as the "Master of creative acronyms" and "Guru of creative acronyms" for training. This rare honor is conferred by both The International and Local training fraternities respectively. An acknowledged and recognised International Professional Trainer, he was invited by TV2 to present a series of episodes in the 'Be Excellent' programmes. He speaks regularly at local and international CONFERENCES, at seminars and conferences organised by PSMB. Author of the book "G6 on Cloud Nine" on How to Change and Win, thousands of copies were sold to his supporters and trainees even before they were printed. One of the best sellers, the book is impeccably motivational and the techniques introduced are practical to attain success He is honoured as The First Malaysian and the First from ASEAN countries invited to represent Malaysian speakers in the executive Council of the prestigious International Federation For Professional Speakers (IFFPS), He was invited by IFFPS to speak at the 1st international summit for professional speakers. In addition, he was also the Founder and executive council member of the Association of Overseas Technical scholarship (AOTS) MALAYSIA currently known as PAAM.

WHO SHOULD ATTEND

Sales/Marketing Supervisors / Executives, Sales/Marketing Managers, Directors, Aspiring Sales Candidates, Entrepreneurs and all those who want to excel in the current hyper-competitive business environment

IN-HOUSE TRAINING AVAILABLE

Registration is on a first-come first-served basis. Cheques made in favour of the "FMM Institute" should be forwarded one week before the commencement of the programme. Completed registration form, that is faxed, mailed or e-mailed to FMM Institute, would be deemed as confirmed.

All cancellations must be made in writing. There will be no charge for cancellation received 14 or more working days before the start of the programme. Cancellation received 7 – 14 working days before the start of the programme is subject to a cancellation fee of 50% of the course fees. Cancellation received 6 working days and below before the start of the programme is subject to a cancellation fee of 100% of the course fees. If the participant fails to attend the programme, the full course fees are payable. However, replacement can be accepted at no additional cost.

The FMM Institute reserves the right to change the facilitator, reschedule or cancel the programme and all efforts will be taken to inform participants of the changes. Should the programme be cancelled or postponed, FMM Institute is not responsible for covering airfare, hotel or other travel costs incurred by the participants.

OBJECTIVES

- Be prepared to excel in competitive environment – especially during the difficult times
- Develop results-oriented personality and be the TOP GUN
- Organise and articulate in approaches from 'PRE TO POST SALES'
- Equip with sales techniques to enhance selling skills
- Articulate approaches to meet the demands of customers

CONTENTS

- What are the challenges of Human-capital and the New Global Economy (CHANGE)
- What are the challenges of changed environment confronting sales professional
- Do you possess these impressive "SUPER STAR" attributes and personality
- Are you able to analyse and work with the 8 different types of customers? The "PICK-A-KIT" Characteristic
- What and how to meticulously synchronise Sales Techniques to realise sales objectives
- How to respond and resolve customers' problems systematically
- Why is customer service important and what are the secrets behind your success in sales
- Do you want to be creative in order to remain competitive

ADMINISTRATIVE DETAILS

Dates : **October 23 - 24, 2018**

Time : 9.00 am – 5.00 pm

Venue : **Shah Alam Convention Centre**

No. 4 Jalan Perbadanan 14/9

40000 Shah Alam, Selangor Darul Ehsan

Fees : FMM Members – RM 1,300 per participant

Non Members – RM1,600 per participant

(Fees include course materials, Certificate of Attendance, lunch and refreshments)

*** Enjoy 10% for registration of two (2) and 20% discount for registration of three (3) or more participants from the same organisation and of the same billing source.**

For further enquiries, please contact:

Siti Nazihah / Azrini

FMM Institute

Tel: 03-62867200 Fax: 03-62776712

Email: training@fmm.org.my

Visit us at: www.fmm.edu.my

REGISTRATION FORM

Professional Selling Skills : Practical Guide for Success

October 23 - 24, 2018 (Tuesday-Wednesday)

Shah Alam Convention Centre

The Manager

FMM Institute

Tel: 03-62867200

Fax: 03-62776712

GST Registration No.001764515840

Please tick (✓) accordingly:

PSMB Scheme: SBL Non Contributor

Require vegetarian meal: Yes No

Dear Madam,

Please register the following participant(s) for the above programme:

(To be completed in **BLOCK LETTERS**)

1. **Name** **Designation** **E-mail**

Nationality **IC No.**

2. **Name** **Designation** **E-mail**

Nationality **IC No.**

3. **Name** **Designation** **E-mail**

Nationality **IC No.**

(If space is insufficient, please attach a separate list)

Enclosed cheque/bank draft No. _____ for RM _____

being payment for _____ participant(s) made in favour of the "FMM Institute".

Submitted by:

Name: _____

Designation: _____ E-mail: _____

Company: _____ FMM Membership No.: _____

Address: _____

Tel No.: _____ Fax No.: _____ Date: _____

My Corporate Identity No.: _____ GST Registration No.: _____