



Small Business Teleseminar With Tom Hanson and Birgit Zacher Hanson On Using Integrity to Achieve Your Sales Goals

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Tessa Stowe interviews Tom Hanson and Birgit Zacher Hanson LIVE On The Secrets Of Using Integrity to Achieve Your Sales Goals.

PR9.NET July 20, 2007 - Los Angeles, CA – Entrepreneurs, consultants, coaches and small business owners can join Tessa Stowe as she interviews Tom Hanson and Birgit Zacher Hanson LIVE on "The Secrets Of Using Integrity to Achieve Your Sales Goals". This exclusive Teleseminar will be held on Wednesday, August 8, 2007 at 12:00 pm PST / 3:00 pm EST (USA Time) and 8:00 pm London.

During this Teleseminar participants will learn:

- Your most important business asset — and the serious cost to you and your business if you don't look after it...
- How to politely hold your prospects accountable for what they say they will do...
- The 4 acceptable responses you can give clients when they ask you to do something...
- The 'Integrity Tools System' so you can easily build and maintain integrity in all your client relationships...
- How to complain effectively to your clients when they don't do what they said they would do!
- The mental shift that turns you from the "hunter" in the sales conversation to the "hunted"...
- And much, much more...

Teleseminar participants will receive the recording (MP3) of the Teleseminar which they can download and listen to at their convenience and a bonus gift "How To Complain Effectively — Step-by-step guide for how to speak with someone who made you a promise but hasn't done what they said they would do."

Professional coach Tom Hanson helps businesses to "upgrade their interpersonal operating systems" to improve their performance. He has a doctorate in education from the University of Virginia where he specialized in the study of sport psychology and extraordinary performance.

Birgit Zacher Hanson, president of Heads-Up Performance Inc., prides herself in sharing simple insights people actually remember and implement right away. One of her core beliefs is that even the smallest behavioral change will have a huge impact over time.

Tom and Birgit are the authors of the educational fiction book *Who Will Do What by When? How to Improve Performance, Accountability and Trust with Integrity*.

Tessa Stowe teaches small businesses owners and recovering salespeople 10 simple steps to turn conversations into clients without being sales-y or pushy. Tessa has appeared on numerous radio shows and her articles are published regularly on countless sites on-line and off-line. Tessa has over twenty years of successful experience in selling and she uses this experience in her Sales Conversation newsletter and Sales Secrets Revealed Teleseminars.

There are a limited number of slots available for this August 8, 2007 Teleseminar so visit <http://www.salesconversation.com/ssrhansons/> to register today!

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About Sales Conversation Pty. Ltd.

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