



**Brian Tracy**  
Speaker, Author & Success Expert

**Live & !**  
**In Person** ■

Sales Success **REVEALED**

# HIGH PERFORMANCE SELLING

The Proven Path to Sales Transformation for Sustainable Competitive Advantage

May 19, 2016, Movenpick Hotel, Karachi



**Brian Tracy**

World Renowned Sales Guru & Author

- ▶ America's Leading Authority on Personal Development and Salesmanship
- ▶ Consulted more than 1000 companies and addressed more than 5,000,000 people throughout 40+ countries.
- ▶ Top selling author of over 45 books translated in dozens of languages



A **TES** Company

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# Brian Tracy

## Speaker, Author & Success Expert

- ▶ One of America's leading authorities on the enhancement of personal effectiveness, the development of human potential and the art of salesmanship
- ▶ Included amongst the Top 10 motivational speakers
- ▶ Top selling author of over 45 books
- ▶ Consulted more than 1000 companies and addressed more than 5,000,000 people throughout 40+ countries.
- ▶ Chairman & CEO of Brian Tracy International
- ▶ Formerly the chief operating officer of a development company with over \$265 million in assets and \$75 million annual sales

**B**rian Tracy is Chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals, executives and organizations. He is among the top speakers, trainers, coaches and seminar leaders in the world today.

Brian Tracy has consulted for more than 1,000 companies and addressed more than 5,000,000 people in 5,000 talks and seminars throughout the U.S., Canada and 75 other countries worldwide. As a popular keynote speaker and seminar leader, he addresses more than 250,000 people each year.

Brian has written and produced more than 1,000 audio and video learning programs, including the worldwide, best-selling Psychology of Achievement, which has been translated into 28 languages.

He speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of many of America's and the world's largest corporations. His exciting talks and seminars on Leadership, Sales, Self-Esteem, Goals, Strategy, Creativity and Business Model Reinvention bring about immediate changes and long-term results.

He has had successful careers in sales and marketing, investments, real estate development and syndication, importation, distribution and management consulting. He has conducted high level consulting assignments with several billion-dollar plus, corporations in strategic planning and organizational development.

## Speaker Testimonials



"Brian Tracy is a master's master, one of the most overwhelming speakers I know on how to create more success and achievement in your life. He has had a profound impact on my life and my work. Do whatever it takes to attend his seminars!"

Jack Canfield, Originator of the Chicken Soup For The Soul Series



"Personal success and Brian Tracy as synonymous. Nobody I know can teach you more about how to achieve and succeed than Brian. He makes the case clearly and then proves it in his own remarkable life. If he recommends it, do it. He knows what he's talking about."

Jim Cathcart, Author, The Acorn Principle



"One day spent with Brian Tracy will give you a lifetime of the skills you need for achieving anything you want."

Allan Pease, Co Author of The Definitive Book of Body Language



"Brian Tracy is not only a global leader in product development learning tools, but an individual with a passion to share his knowledge and experiences with audiences around the world. Attend his events, read his books and learn what Brian has to say, as all if it will benefit you on the speedway to success"

Bob Ulrich, International Professional Speaker, Trainer and Author of Up Your Bottom Line

### Who is learning with Brian





# HIGH PERFORMANCE SELLING



ONE  
DAY

## 2 Powerful Sessions!

### Program Overview

Have you ever asked the question why some companies are more successful than others. Millions of dollars' worth of research based on the data from thousands of companies shows that the success of a company is directly proportional to the Sales, higher the sales more successful the company.

We are bringing you a one day high impact learning experience with world renowned Sales Guru Brian Tracy. This is the most popular one day sales training program in the world! During this program you can learn from some of the most tested and proven techniques to find new and better prospects, to build greater trust and credibility, to make more effective presentations, to overcome objections, to close more sales and to get people to buy from you again and again and finally, of course, to help you make more money with world renowned Sales Guru Brian Tracy.

### Who should attend?

#### Organisations

Banks, Insurance Companies Service Providers, Airlines

Telecommunications Companies

Mall Managements, Retail Companies

Healthcare & Hospitals, Government Bodies,

Educational Sectors, NGOs

Hospitality Industries, Travel Agents & Others

#### People

CEOs, Presidents

Business Development Directors

Business Leaders, Business Owners

Sales & Marketing Professionals,

Customer Service Professionals

Professionals, Managers, Supervisors

Entrepreneurs, workers from all sectors

### Program Agenda

**Learn how to find new and better prospects, build greater trust and credibility, make more effective presentations, close more sales and make more money.**

**Brian Tracy is the top sales trainer in the world today. He has trained more than 2,000,000 sales professionals from 10,000 companies in 70 countries.**

**In this mast-moving, enjoyable presentation you will learn how to:**

- Build high levels of self-confidence in yourself
- Set priorities and focus on key tasks.
- Position yourself as a consultant with your customers
- Use strategic thinking to find more and better projects
- Build immediate trust and credibility
- Arouse buying desire by emphasizing benefits and solutions
- Uncover the real reason customers will buy now
- Make more persuasive presentations

- Answer objections effectively
- Put price in its place in every sales conversation
- Close the sale with low-stress, no-stress methods
- Get people to buy faster using the "Psychology of Selling"
- Develop a steady stream of re-sales to satisfied customers
- Create a "Golden Chain" of referrals for new customers
- Manage your time for maximum productivity
- Dedicate yourself to continuous improvement
- Become one of the best sales people in your industry

Many struggling sales people have gone on to become the top sales professionals in their industries after just one session with Brian Tracy, and so can you!

“ Thank you for the outstanding presentation at our Annual Meeting. You got high marks from virtually everyone in the crowd, which certainly manifest in strong sales of your tapes after the session. ”

Bank of America.





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Sales Transformation for Sustainable  
Competitive Advantage

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## Program Investment

PKR **45,000/-** +SST  
per participant

Early Bird  
Discount  
**20%**

on **20+** Nominations  
by April 20, 2016

### Fee includes:

Branded Courseware, Certificate  
Lunch and Refreshments.

**NOTE:** Full Payment must be received  
in Advance to Confirm Registration.

### For Details:

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## 6 Great Reasons to Sponsor

### Complimentary Passes

Utilize the maximum of your sponsorship investment and have your clients, employees and prospects attend a one of its kind service event.

### Position Your Company Brand

Connect your brand with Brian Tracy's globally acclaimed sales program to mark a strong competitive footprint.

### Media Campaigns And Promotions

Hit the news with exclusive media campaigns and promotions for the event.

### New Sales Leads

Showcase your products or services either by exhibiting or taking part in the program to meet key strategy execution decision makers.

### Build Customer Loyalty

Face to face contact at conferences cements your position as a market leader and helps develop client loyalty.

### Brokering New Business Partnerships

Partner with delegates or other sponsors to deliver more compelling solutions to your clients.

Contact us for details on tailored  
sponsorship packages to meet your needs on  
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