

# MMS

## Make More Sales

rapid profit growth



## ACCOMMODATION SERIES WEBINARS



### David Staughton

"The Business Improvement Guy" is a scientist, author and award-winning businessman. He's an expert keynote speaker, workshop presenter, MC and conference content coach. With a great commercial accumen David has been credited for multi-million dollar sales turnarounds for his clients.

David has written a series of thirty-six Webinars to assist his client to make a dollar and a difference in business.

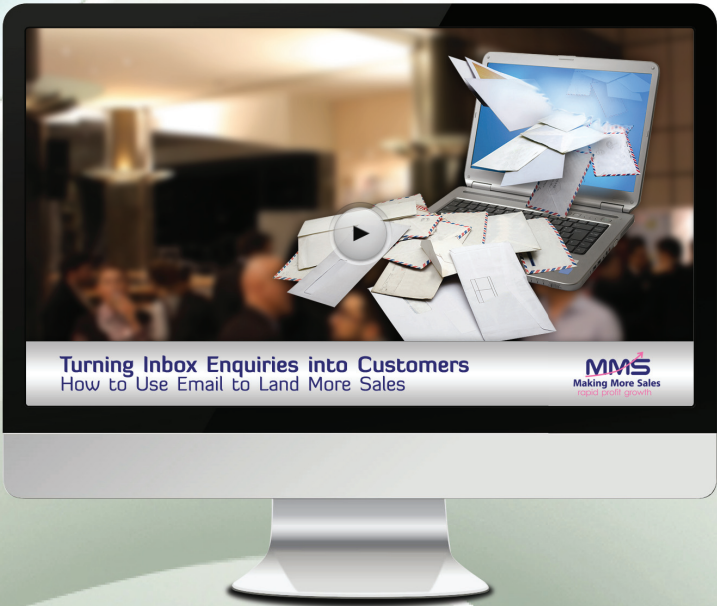
# INSTANT SALES BOOST



**Converting More Calls into Customers**  
How to Improve Inbound Phone Sales Skills



**Selling More Add-ons, Upsells, and Extras**  
How to Turn a Single Sale into More Money



**Turning Inbox Enquiries into Customers**  
How to use Email to Land More Sales



**Turning the Front Desk into a Sales Desk**  
How to Make More Money at your Reception Desk



# MAKING EXTRA SALES

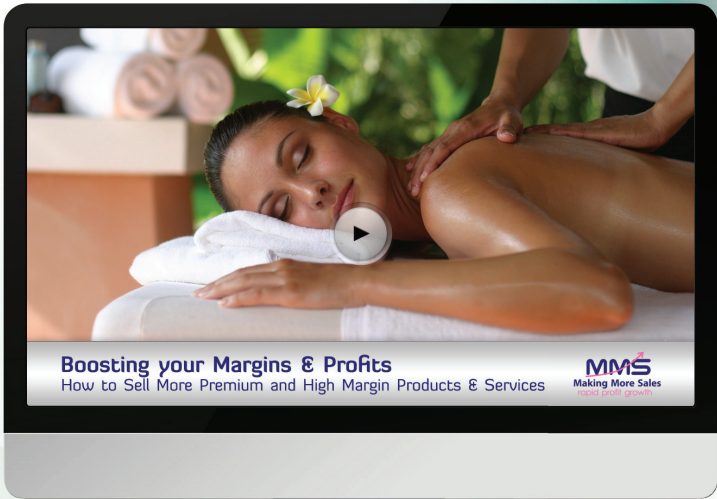


**Serving Better and Selling More**  
How to get Your Staff to Serve Better and Make More Sales

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## Serving Better and Selling More

How to get Your Staff to Serve Better and Make More Sales



**Boosting your Margins & Profits**  
How to Sell More Premium and High Margin Products & Services

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## Boosting your Margins & Profits

How to sell more premium and high margin products & services



**Selling More Functions, Events, and Conferences made easy**  
How to get More Gigs!

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## Selling More Functions, Events, and Conferences made easy

How to get More Gigs!



**Boosting Repeat Sales**  
How to create an effective calendar plan and give more reasons to return

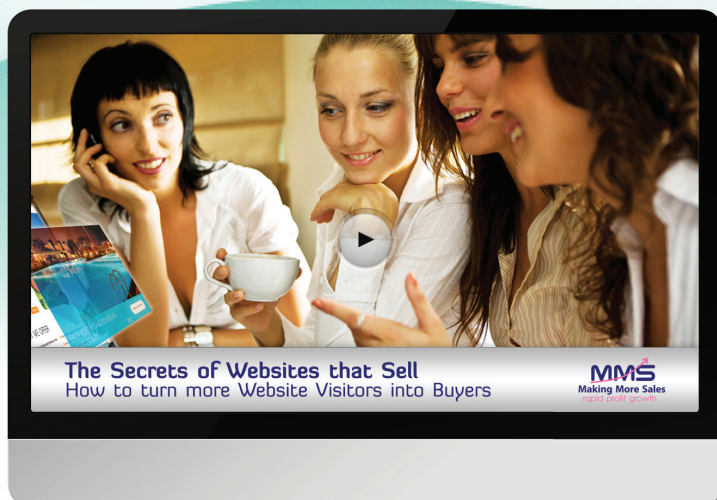
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## Boosting Repeat Sales

How to create an effective calendar plan and give more reasons to return



# INTERNET MARKETING



**The Secrets of Websites that Sell**  
How to turn more Website Visitors into Buyers



**Using YouTube to Make More Sales**  
How to Harness the Power of Video that sell



**Improving your Website visitation**  
How to Get more target visitors to your website  
with SEO/SEM



**Getting Famous Fast Online**  
Creating great content to attract more customers  
and build an online tribe



# SALES STRATEGIES & SELLING SKILLS



**The Secrets of Selling "Off Peak"**  
How to fill up your property all year round



**Picking up the Phone to make more sales**  
Making more outbound Follow-ups and Warm Calls



**Selling Face to Face**  
How to convert more property inspections  
and tours into deals



**Sealing the Deal**  
How to close and convert more proposals  
into contracts



# EFFECTIVE MARKETING TO GET MORE LEADS



**Low Cost & No Cost Marketing Ideas**  
How to Use Signs, Screens,  
and Sponsorships to Sell More



**Selling your Sizzle**  
How to Sell Your Benefits with Photography and  
Words That Sell



**Marketing with Magical Materials**  
How to Create Great Brochures  
and Collateral that Really Sell



**Getting Known in your Local Area**  
Working your local market to get more customers



# MORE RELATIONSHIP MARKETING



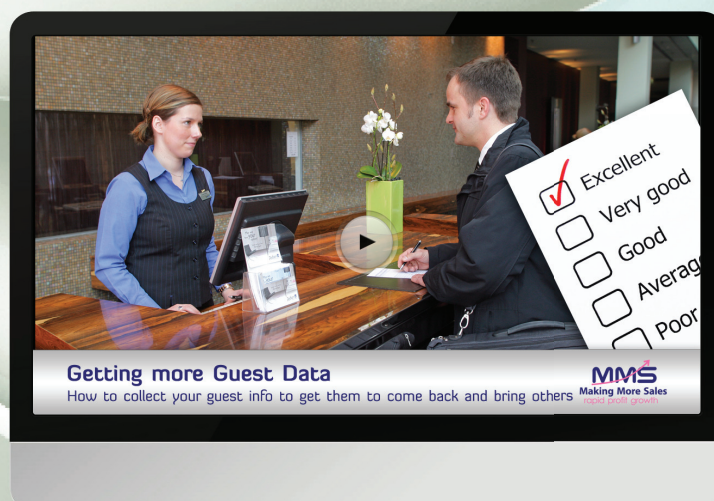
**Making Your Connections Count**  
How to Develop Better Alliance Relationships  
to Make More Sales



**Getting More Repeat and Referral Business**  
How to Keep your Customers Coming Back



**Working your Database**  
How to Stay in Touch with Effective Email Marketing



**Getting more Guest Data**  
How to collect your guest info to get them  
to come back and bring others



# CUTTING EDGE CUSTOMER SERVICE



**Improving Your Customer Experience**  
Selling More by Removing "Ouch!"  
and Adding "Wow" Factor



**Customer Service Recovery Techniques**  
How to Satisfy Your Customers in Difficult Situations



**Building Your Online Reputation**  
How to Use Customer Reviews and Testimonials  
to get Known Online



**Brilliant Building Improvements on a Shoestring**  
How to do Low Cost Makeovers that Grow Sales



# SALES HABITS FOR SUCCESS



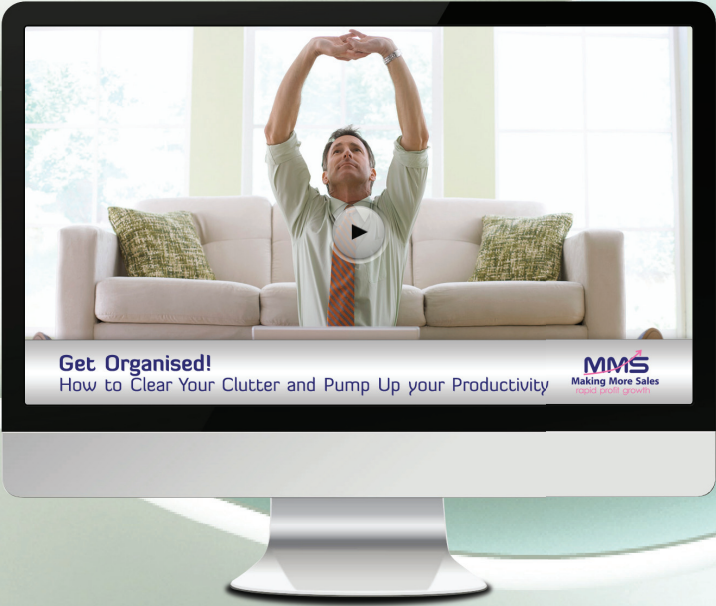
**Boosting Your Sales energy!**  
How to develop a Sales Success Mindset



**Get a Gameplan!**  
How to Set your targets and get on the ROAD to Success



**Being more Effective**  
How to boost your personal effectiveness at work & life



**Get Organised!**  
How to clear your clutter and pump up your productivity



# BETTER BUSINESS OPERATIONS



**Tips and Techniques for Trimming Expenses**  
How to Negotiate Better, Cut Costs and Land More Deals

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## Tips and Techniques for Trimming Expenses

How to Negotiate Better, Cut Costs and Land More Deals

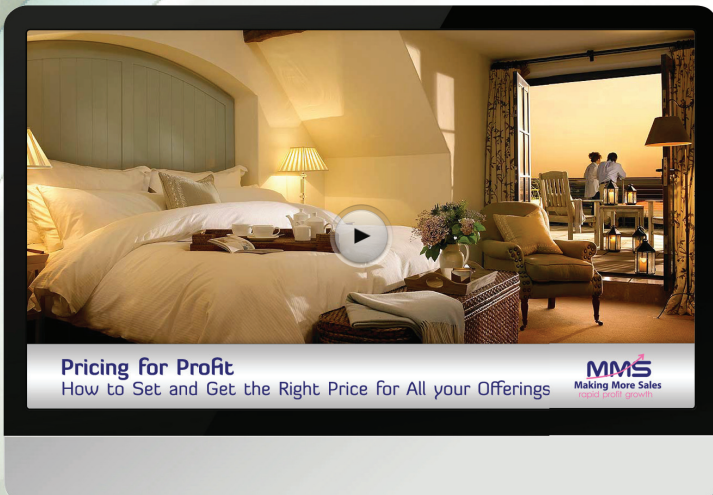


**Financials Made Fun**  
How to Understand your Numbers and Grow Profits

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## Financials Made Fun

How to Understand your Numbers and Grow Profits



**Pricing for Profit**  
How to Set and Get the Right Price for All your Offerings

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## Pricing for Profit

How to set and get the right price for all your offerings



**Systems Made Simple**  
How to Develop Procedures and Checklists to Boost Productivity

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## Systems made simple

How to develop procedures and checklists to boost productivity

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