

Switched-On Selling™

A Revolutionary Breakthrough Sales Training Process

(Unlike anything you've experienced)

Accredited by
The National
Association of Sales
Professionals

Have you ever avoided making phone calls?

Have you ever lost your confidence because someone said "no" to you?

Have you ever been unable to write an important letter or proposal?

Has your mind ever gone blank while you were handling objections?

Have you ever felt that you'd be more successful if you were better organized?

Have you ever felt "blocked" when it came time to close?

BREAK through sales blocks

PREVENT sales burnout

TAKE the chill out of cold calling

TURN OFF stress and negative emotions

TURN ON feelings of well being

MANAGE your time and **DO** your paper work

ENERGIZE your day with a 7-minute tune-up

COMMUNICATE with ease and power

Switched-On Selling was created Dr. Jerry V. Teplitz based on the research of Dr. Paul Dennison. Dr. Dennison developed the system of Education Kinesiology, which consists very easy physical exercises that directly enhance brain functioning.

The movement activities, which are known as 'Brain Gym® exercises' have been taught in schools throughout the world and are endorsed by the White House Task Force on Learning.

ONE- DAY SEMINAR

In-House training

8:300 -17:00

Dress is casual (Women –pants)

Discount for Pre Registration

See other side for details!

If you answered 'yes' to any question, Switched On Selling is for you.

Switched-On Selling is a sales success seminar that works 'switching on' the lines of communication between the left and right brain hemispheres. It is based on the principle that you performance your optimum – mentally, physically, and emotionally – when the two sides of your brain are able to coordinate their functioning. To test the effectiveness of this approach the South Carolina Farm Bureau Insurance Company had one third of its sales force take the seminar. Then for 120 days, the company tracked their performance against a control group of agents who did not take the seminar.

The result: those agents who took the seminar had a 39% higher closing rate... and 71% higher premiums!

If you're a sales person with some experience, Switched-On Selling can help you to:

“ The Switched-On Selling experience had the greatest impact in the shortest period of time of any program I have seen in my many years in sales management. ”

- Robert E. Donovan, Director of Life Sales, IOF Foresters



Instantaneous Results

“The day after the seminar, the results were instantaneous. We had closed seven contracts, seven times more than we had closed during the preceding eight months. By the end of the week we had 18 signed contracts.”

-Serge J. Gravelle, Webmaster

Reorganized Home and Office

“I received great benefit from the course. I totally reorganized my home and office. I am seeing more people, making more calls, re-evaluating and writing down my goals. I feel clear about what must be done to succeed.

- Sandra B. Roth, Financial Advisor

Over came Telephone Reluctance

“I took significant action in one of my weakest areas – cold phone calling...I also had my two best months of sales ever immediately following the seminar.”

-David Durovy, Real Estate

Top Agent In The Office

“Before I completed your course, I was averaging one insurance sale a week, then afterwards it went up to 3.5 sales a week, After five months of maintaining this level, I changed companies and my sales increased even more dramatically. After my first five weeks, I was the top agent inn the office.”

- Veda Stone, Insurance Agent

Can See The Changes

“The seminar was well worth the time and money I invested by all of us. I want you to know I can see the change on their faces and I know when one of them has just done the 7- minute tune-up”

-- Sarah H. Samuel, Managing Broker, Real Estate

No Techniques Required

“The usual program requires incredible will power to maintain results, once the excitement of the motivational seminar wears off, so do the results. This program gets rid of any sales hang ups. It has empowered me to do the things I know I need to, with out thinking about techniques. The results speak for themselves”

-- Jerry E. Blackburn, Consultant

Hanna Kok



“My goal as an instructor is to empower people to achieve their personal best.”

Hanna Kok has been training for personal development for the last 12 years. She has been a Brain Gym instructor for nearly 20 years. In her professional career as a trainer, Hanna has developed the following courses:

Relationships: teaches people to build healthy relationships with self, others and work.

From Vision to Reality teaches people to give life meaning, excitement and fun.

Brain & Brawn, learning how to use your gym time to also switch on your brain for your goals.

Hanna Kok is also the author of the book “Happy Ever After, make your relationships flourish”

After completing the SOS seminar herself, she started to enjoy selling and became an effective sales person and now she wants to pass this transformation on to others.

YES! Register me for the one-day Switched-On Selling seminar on:

I am registering for:
 Early registration @
 Late registration @

I've enclosed my check
 I'd Like to pay with EFT
Into the account
Standard Bank, Midrand, 001155
Acc No: 202 471 292
Acc Name: Make a Life

Registration Form

You will be notified of the location.

Print Name

Company

Address

City Province Zip

Day Phone# Email

Signature

I understand that the Switched-On Selling is backed by a no-risk, no-hassle, 100% money back guarantee at the conclusion of the day.

For more information contact Hanna Kok hanna@makealife.co.za, or phone 082-856 6655