



## *Business Builder Seminar Series*

### **Smooth Selling for the Sales Shy Professional** **Learn how to Attract Customers without Selling Yourself Short**

*Mark Shepard*, Master Practitioner & Trainer of Neuro Linguistic Programming (NLP)

4:00 – 5:30 p.m., Wednesday March 1, 2006

This is Session #3 of the Business Builder Seminar Series which Runs 2/15 – 3/8

#### **Have You Ever Asked Yourself...**

- How do I achieve consistently higher sales goals?
- Why do I feel if I “sell” myself, I might be perceived as “pushy”?
- Why are my great ideas only great ideas and not always acted upon?
- When will I be able to get over my fear of the phone to make better calls?

#### **...Or Know Someone Who Has Similar Issues? Then You Need This Course!**

**How to Achieve More, Naturally.** Neuro Linguistic Programming (NLP) helps people change by teaching them to control how they think and act. Mark teaches powerful techniques to harness the power of your unconscious, enabling you to overcome limiting beliefs and be more successful. Learn to clear your old patterns of thought and behavior that have been quietly (or not so quietly) sabotaging your efforts to share your services, ideas, and products with the people who most need them.

**About Mark Shepard**, CHt, PhD(c), NLPT, Master Practitioner & Trainer of NLP, Time Line Therapy and EFT



Before learning NLP, Mark literally had a sales phobia! Unlike most sales trainers who were consistently the top producers wherever they went, Mark was not a sales natural. He knows what it is like to be frozen with fear and hesitancy when faced with “selling.” NLP is known for creating fast results which helped Mark to clear the fear and create a very natural selling style that suited him and his clients perfectly.

### **About the A&BC Business Builder Seminar Series**

**Who Should Attend:** Entrepreneurs, Managers, Sales & Marketing Professionals

**What:** Four 90-minute TeleSeminars – A \$600 Value!

**When:** Wednesdays afternoons 4:00 to 5:30 p.m. 2/15 – 3/8

**Where:** From the comfort of your office or home

**Why:** Learn proven systems and tools to grow your business in 2006 and beyond

**Register:** Online at [www.AboveandBeyondCom.com](http://www.AboveandBeyondCom.com)

**For More Info:** Call (860) 423-1495 or Mark direct at (203) 495-8808