



Bob Urichuck

CSP, CMT, Consummate Speaker of the Year 2000,
International Platinum Speaker since 1999,
Author and Recognized International Sales Guru

Bob Urichuck is internationally recognized for his work in the areas of motivation, leadership, sales and team skills, and specifically for his "**12 Disciplines**" approach to personal leadership and his "**ABC, 123 Sales Results System**"-a non-traditional sales process. He is a successful entrepreneur, motivational speaker, sales trainer, salesman and coach. Over the past 25 years, Bob's experience has taken him from door-to-door to executive boardroom sales, from product to franchise development, from small businesses to some of the world's leading corporations, and from Canada to international destinations, including Singapore, Dubai and Pakistan.

Bob is a '**Velocity Selling**' expert, **Certified Master Trainer (CMT) and Certified Sales Professional (CSP)** who also trains and certifies others through the **Canadian Professional Sales Association**. Recognized as a "**Consummate Speaker**" by Sharing Ideas News Magazine and a "**Platinum Speaker**" by Meeting Professionals International, Bob is an **accredited member** of the **Canadian Association of Professional Speakers** and the founding president of the Ottawa Chapter of that organization. A frequent radio and television guest and a contributor to publications worldwide, Bob is the author of **Online for Life: The 12 Disciplines to Living Your Dreams and Up Your Bottom Line: Featuring the ABC, 123 Sales Results System.**

Are You

- Dissatisfied with your sales results?
- Wasting too much time on non-productive activities?
- Making too many bids and proposals that don't turn into sales?
- Experiencing difficulties closing the sale?
- Experiencing sales cycles that take too long?
- Missing out on the margins & profits that you need & want?
- Lacking a structured sales system?
- Wanting to be more confident, self-motivated and self-driven?

If you answered yes to any of the above,

THIS IS FOR YOU!

It is a clear cut case of being professional and following a non-traditional, yet proven sales results system.

This seminar will give you an insight on doing the opposite of what you may have been trained to do. That is, if you want to be different from most sales people out there. The difference will be to get your customers to **buy** rather than you having to **sell** to them.

You need a system to help establish rapport and trust, to communicate effectively and to develop and maintain lasting relationships.

"You got the most skeptical to become believers by day's end - a great achievement!"



BOMBARDIER

**Disciplines
Competencies**

Behaviour

Attitude