

BCEA Member Only Pricing:

# DALE CARNEGIE TRAINING

January 17th, 24th and 31st 2018

9:00am - 5:00pm

Metrotower Lobby, Room M100

4710 Kingsway Ave, Burnaby

## Sales Training

Join us for this unique sales training program and find out how you can:

- Build self-confidence to earn trusted partnerships with your clients
- Effectively communicate value from the buyer's perspective
- Accelerate the buying process through relationship selling
- Create a loyal client base by building customer relationships based on credibility and results

### Who should attend:

Sales professionals and organizations seeking stronger customer relationships, a complete understanding of the sales process and the ability to generate increased numbers.

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_  
Postal Code: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Invoice me (Members Only): \_\_\_\_\_  
Email: \_\_\_\_\_  
Visa/MC/AMEX #: \_\_\_\_\_  
Expiry Date: \_\_\_\_\_  
Signature: \_\_\_\_\_

Regular Fee \$1900.00 + GST

**BCEA MEMBERS**

**SAVE 10%**

(Member Price \$1710.00 + GST)



*Building Community  
through Education &  
Advocacy*

**British Columbia Electrical Association**

**\* You MUST register for  
this course through the  
BCEA to receive member  
discount pricing \***

Complete registration form and fax to the British Columbia Electrical Association at (604) 291-7795. Mail your cheque to #224 3989 Henning Drive, Burnaby, V5C 6N5, or use your Visa /MC/AMEX to register on-line at [www.bcea.bc.ca](http://www.bcea.bc.ca).

No refunds after December 17th, 2017.