



7/03/2012

Recently I was employed as a Design Consultant for an outdoor entertainment company which is very different to my everyday routine as a previous architect working in numerous architect firms. I was getting stuck in an office all day and feeling like I should be doing a lot more with my education and skills. I was previously in retail, where I was really enjoying myself, meeting new people and being out in the open, to everyone.

Retail compared to direct sales is a very different sector, whereby the scale of project was a lot larger and a lot more detailed. I was finding it quite difficult getting a sale. Dealing with the customer I was using a lot of the knowledge, of what I could remember from retail, and applying it within this industry. I only scored one sale.

Now, since David introduced his unique ways of selling and dealing not only with clients, but applying these personal developments to our private life and testing these made perfect practice, they have expanded my train of thought and visualize the sale more successful. In turn I have now increased my selling abilities by 80% hit rate.

At first I was a little sceptical, however in due course of the program it gave me incredible insight to what I have noticed myself doing that was incorrect. Thanks to David, my team and I appreciate everything we have learned throughout the course and would definitely recommend this to everyone in need for sales increase and personal development.

GeorgeGiannakakis

A handwritten signature in black ink, appearing to read 'George Giannakakis', written in a cursive style.