



BUSINESS BUILDING WORKSHOP DESCRIPTIONS

- **Are You Talkin' to Me?** - If you've ever wondered how you could better communicate with your prospects and clients and utilize the strengths of your personality to boost your company's bottom line, *Are You Talkin' to Me* workshop is for you. You will also learn techniques to build instant rapport within 10 seconds and identify sales prospects styles by listening to their voicemails.
- **Coffee is for Closers** - Closing does not just occur at the end of a business transaction. We are constantly trying to close the business. This workshop will discuss the sales process and ways to effectively close business.
- **Creating Goals that Stick-** As business owners, it is important to create effective goals. In this workshop, you will create goals that are Specific, Measurable, Achievable, Realistic and Timebound so that you may keep yourself accountable.
- **Managing Your Time Like a Pro!**- Would you like to SQUEEZE more time out of a day? Would you like to have more balance in your life? This workshop focuses on an "inside out" approach. By understanding yourself, you will be creating a time management system that will work for you.
- **Super Size Your Business Results—**A six (6) session group coaching program (one hour per session) which will provide you “sure fire” strategies to create **EXTRAORDINARY** results in your business.
- **Build Your Business Ferociously--** Increase your marketing exposure while spending less money and transform your business from “ho-hum” to down right staggering. Learn over **100 low cost strategies** to market your business.
- **Building Your Battle Plan** - Businesses that "Fail to Plan" actually "Plan to Fail". In this hands-on workshop, you will develop and refine the basics of your business strategic plan. The workshop objectives include developing your SWOT Analysis, Identifying Your Business Strategy, creating your distinctive competency and leveraging your competitive advantage.
- **Do You Hear What I Hear?** - Listening is a critical skill in any position dealing with customers. In this workshop, you will learn how to overcome listening barriers, increase trust and understand when to use different Listening Approaches to understand prospect's needs.

- **Business Building Bootcamp**—An innovative program dedicated to building and expanding your business bottom-line. Enough said!

About Get Your Edge

Get Your Edge, LLC is a professional business management and coaching organization offering individual and group coaching, personal/pre-employment assessments, team-building, and public speaking for busy executives, managers and professional clients. An energetic and highly effective speaker, Get Your Edge's President and Chief Effectiveness Officer, Ted Gorski is regularly sought after for corporate retreats, business meetings and keynote for conventions. For more information on Ted Gorski and Get Your Edge, contact 603-882-2661 or visit the Web site at www.GetYourEdge.com.