

SUCCEED BEYOND EXPECTATIONS IN 2016



**To Invite Mr James Gwee to conduct In-House Training
For Your Company, Please Call Us Now:**

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POWERFUL SPEAKER

James Gwee was born and raised in Singapore. He first came to Indonesia in 1988 and has been a professional seminar speaker and people developer for more than 20 years, since 1994. His very dynamic, friendly and informal style of delivering his seminars, his unique combination of Bahasa Indonesia and English, spontaneity and humor all make his seminars a truly pleasant learning experience. A leading magazine in Indonesia to called "*Indonesia's Favourite Trainer & Seminar Speaker*".

James has also been very active on the radio. His weekly live interactive talkshow "*James Informal Meeting*" with Radio PAS FM ran for 5 years non-stop. Now, his weekly live interactive talkshow called "*Smart Business Talk*", has already been running non-stop for 14 years! Smart Business Talk is listened to live in 21 cities all over Indonesia with a listener base of almost 500,000 people across Indonesia every week.

James is also author of a best-selling book "*Positive Business Ideas*" which has now gone into its fifth re-print. He has written a total of 13 books, of which 8 are national best-seller. In addition, he has produced a whole series of learning CD, and audio books ranging from management, sales, customer service excellence to personal development.

He has vast experience in seminar and training. More than 850 companies have invited him to train from top management to sales people, from back office support staff to front line staff. Till now, more than 1 million people have attend his seminars and training. James has been invited to train not only in Indonesia, but also in Singapore, Malaysia, Thailand, New Delhi, Mumbai, South Korea, South Africa, Moscow and even Ukraine.

All this experience helps him to understand thoroughly the situation of companies in Indonesia, the expectations of management the problems sales people face and the mind set of workers. Over the years, he has formulated just the most powerful approach to get people moving and to get people to take action to improve themselves and achieve peak performance at work.



JAMES GWEE

Indonesia's Favourite Seminar Speaker and Trainer

FOR SALES PEOPLE **THE SALES KICK-OFF 2016**

HOW TO ACHIEVE FANTASTIC SALES PERFORMANCE EVEN IN DIFFICULT MARKET CONDITIONS

Proven techniques to help you to **PLAN, TAKE ACTION** and **WIN** in **SELLING** in **ASEAN ECONOMIC COMMUNITY (MEA)**. How to equip your sales team with the motivation & skill to succeed under any conditions, even in tough economy. After the seminar they will be very motivated to achieve their targets for 2016 and they will also know **EXACTLY** what they must do to achieve that target.

This seminar / training should ideally be conducted in January or February 2016. You may choose from any one of these topics :

TOPIC 1

CHALLENGE YOUR LIMITS! (OR FROM PEAK TO PEAK OR FROM GOOD TO GREAT)

Many sales people are demotivated by difficult business conditions. Sales are down, business outlook is bleak. Yet the key to success is within every individual. This motivational training will motivate your sales people to think positively give them the necessary skills to overcome any difficulties.

Duration : 3 hours or 6 hours

TOPIC 2

INCREASE PRODUCTIVITY, INCREASE SALES IN 2016

Get Powerful Ideas to Instantly Boost Your Sales competency and Boost your Performance in 2016. Prepare your staff to anticipate and implement change with great success.

Duration : 3 hours or 6 hours

TOPIC 3

HOW TO TRIPLE YOUR SALES IN HALF THE TIME

One of the most important stages of the sales process is to give our prospective customer a positive and memorable impression of us that the rest of the sales process becomes much simpler. This seminar will give your sales people many great and practical ideas to make their prospective customer really impressed, to truly help you to Triple Your Sales!

Duration : 3 hours or 6 hours

FOR THE WHOLE TEAM

GREAT TEAMWORK, GREAT START

FOR A VERY SUCCESSFUL 2016

During tough economic conditions, the **WHOLE TEAM** must be **SOLID** and fight as one unit. This seminar teaches them **HOW** to do it. After the seminar they will know how to be more solid as a team and what they have to achieve **TOGETHER** in 2016 and how to support each other to achieve that target.

Preparing the Mindset, Attitude and Readiness of the **WHOLE TEAM** to achieve great results in a very challenging 2016.

This seminar / training should ideally be conducted in January or February 2016. You may choose from any one of these topics :

TOPIC 4

ONE GOAL, ONE SPIRIT, ONE TEAM

Techniques to help your team to focus and achieve their goals. This training will provide participants with an understand of the importance of setting goals, and the skills and steps required to really achieve the goals of the team.

Duration : 3 hours or 6 hours

TOPIC 6

MEA IS COMING - ARE YOU READY?

Changing market & business conditions require change in strategies and approaches to survive and to beat the competition. Yet many employees are resistant to change. This seminar provides your employees with all the necessary techniques and skills to lead and manage implement change successfully within an organization, department or team.

Duration : 3 hours or 6 hours

TOPIC 5

HOW TO BE A POSITIVE, PROACTIVE AND ENERGIZED EMPLOYEE FOR YOUR COMPANY

Proven techniques to change your employees' mindset and attitude to become more enthusiastic, increase productivity and improve performance. Strategies to dramatically change the attitudes and work habits of employees.

Duration : 3 hours or 6 hours

FOR SALES PEOPLE **STAY ON TRACK, STAY FOCUSED,** **FULL SPEED AHEAD!**

April-Jun are CRUCIAL periods in the sales annual sales cycle. If the sales team is able to stay on track in the 2nd quarter, half the battle for 2016 will already be won. If they fail in this 2nd quarter, their burden and the burden on the sales manager will be even higher from July to Dec. In this session, sales people will learn proven techniques to overcome sales objections. Once they know how to do this well, they'll be confident to sell more and sell faster.

This seminar / training should ideally be conducted in April or May 2016. You may choose from any one of these topics :

TOPIC 7

SUCCESS SECRETS OF THE WORLD'S GREATEST SALES PEOPLE

Your sales team will learn the secrets of great sales people, and the way they think that make them real winners. After this session, they will know themselves better, and have the power and confidence to go forward !

Duration : 3 hours or 6 hours

TOPIC 8

FACING, HANDLING AND OVERCOMING SALES OBJECTIONS TO TRIPLE YOUR SALES!

To the sales person, objections are the most depressing part of the selling process. Yet they are inseparable, necessary and important part of the selling process. Sales people who understand this and have the correct attitude and techniques to handle and overcome objections produce much better results. This seminar will teach them how.

Duration : 3 hours or 6 hours

TOPIC 9

HOW TO DELIVER GREAT SALES PRESENTATIONS TO TRIPLE YOUR SALES!

This seminar is guaranteed to provide participants with many practical ideas to deliver effective and impressive sales presentations - to establish buyer confidence and to bring the sales person one step nearer to getting the order !

Duration : 3 hours or 6 hours

FOR ALL MANAGERS & SUPERVISORS **HOW TO BE A STAR MANAGER** **AT WORK IN 2016**

Success and failure of a business depends **LARGELY** on the quality and ability of the managers and supervisors of the team. A competent manager / supervisor can lead a team to perform well even when the market is bad. However if the manager / supervisor lacks motivation, ability and ideas, the team will still be **UNDER-PERFORMING** even in a good market. This session is specially designed to boost managers / supervisors so that they themselves are re-charged and re-trained so that they will be more inspired and energized to lead the team in to succeed in April-June 2016.

Specially for managers/supervisors, we can organise special additional 1-2 days of training to train them specific skills that managers need.

This seminar / training should ideally be conducted in April or May 2016. You may choose from any one of these topics :

TOPIC 10

HOW TO BE A STAR MANAGER AT WORK

Managing team requires many skills. Most importantly, the sales manager must realize and understand that the characteristics of sales people are very different from most other employees in the organization. This seminar will give the sales manager a very much clearer insight into how to manage their staff or his sales people, how to get them into a team and how to turn that team a champion team.

Duration : 3 hours or 6 hours

TOPIC 11

SECRETS OF THE WORLD'S GREATEST LEADERS

Managers will learn the secrets of some of the world's greatest leader, and the way the think that make them real winners. After this session, they will know themselves better, and the power and confidence to lead the team forward !

Duration : 3 hours or 6 hours

TOPIC 12

COMMUNICATION SECRETS OF THE WORLD'S GREATEST LEADERS

Managers and supervisors need to influence the behavior or attitudes of their team members. Learn The Secrets of Communication from the experience, knowledge and techniques of the World's Greatest Leaders.

Duration : 3 hours or 6 hours

After half a year of "fighting in the battlefield" there will surely be many employees who are now "injured in the head and in the heart". Some have even started to drift away from company's goals and targets. This is now an IMPORTANT to re-charge and re-align the whole team again.. over the last 20 years, James Gwee and his team has conducted many such training for many companies and ALWAYS the result proves that this training given in the middle of the year is so CRUCIAL to ensure that the problem does not get worse. After this training, performance IMPROVES in the second half of the year.

COMBINED

For this quarter, we can COMBINE the training for the WHOLE COMPANY
(including Sales People and the rest of the Team)

**THIS SEMINAR / TRAINING
SHOULD IDEALLY
BE CONDUCTED
IN JULY OR AUGUST 2106**

TOPIC 13

**GOOD SERVICE IS GOOD BUSINESS
CUSTOMER CARE IS EVERYONE'S RESPONSIBILITY**

It cost SEVEN TIMES more to find a new customer than to retain an existing customer. This powerful seminar will train all employees to constantly deliver a high standard of service to customers. The whole company will get the same mindset and attitude to deliver customer care in the highest level of commitment.

Duration : 3 hours or 6 hours



FOR SALES PEOPLE **THE FINAL SPRINT**

The FINAL QUARTER (Sep-Dec) are the MOST CRUCIAL period for the whole sales team. These THREE MONTHS decide whether the whole sales team SUCCEEDS or FAILS to achieve the target for the year. This is the "make or break" period. This is the FINAL SPRINT. This is the time that the sales team REALLY needs the EXTRA BOOST to go all out. For sales people who are on track to achieve their target, this session will MAKE SURE that they stay on track. For Sales people who are still behind their target, this session will really BOOST their motivation to go all out. We have conducted this training for many companies through the years, and many companies even EXCEED their target after this session.

This seminar / training should ideally be conducted in October or November 2016. From our experience this is THE MOST suitable topic for sales people in the last quarter. From testimonies from our clients, sales boost significantly after this training and sales people who are behind target can succeed and achieve their targets.

TOPIC 14 **SELLING IN THE LAST QUARTER** **GO ALL OUT !**

How to use the LAST QUARTER of the year achieve and even exceed your target, and get ONE STEP AHEAD of your competitors in 2017.

Duration : 3 hours or 6 hours

FOR THE WHOLE TEAM

In many companies, no matter how far the sales team is behind their target, the other departments don't know and don't care. In the **LAST QUARTER** (Sep-Dec), the **WHOLE TEAM** needs to support the sales team. Everyone in the company must share the concern and worry for the sales team. This training is specially designed to create concern among the whole team to help the sales team to achieve their sales target. The **ENERGY** and **SPIRIT** of the whole team is **FOCUSSED** towards that one goal and everyone in the team plays their part in Sep to Dec to help the sales team to succeed. This is the "secret" behind why some sales team are able to **EXCEED** expectations and exceed their sales target because their whole team is supporting, encouraging and even helping them. This is one of the **MOST IMPORTANT** sessions of the whole year. Most companies don't realise and don't do this training... hence the whole team and the whole company **FAILS** at the last quarter, after working so hard for one whole year. What a **WASTE!**

This seminar/training should ideally be conducted in October or November 2016. You may choose from any one of these topics:

TOPIC 15

SUCCESS IS OUR RESPONSIBILITY!

In this powerful seminar, the whole team is reminded of the purpose of business, the role of the sales team and the importance of achieving targets. They will be given practical tips how **EVERYONE** can help, encourage and support the sales team to achieve and even **EXCEED** their sales target for 2016. It's **POSSIBLE!**

Duration : 3 hours or 6 hours

SOME OUR CLIENTS :

Our clients cover a wide spectrum of businesses; including banks, insurance, tour & travel, real estate developers, manufacturing, transportation, hospitals, telecommunication and even public utilities. James has been invited to speak in countless prestigious events all over Indonesia as well as international conferences in Singapore, Malaysia, Thailand, South Africa, India, South Korea, Moscow and Ukraine.

