

EPPC Albania & Kosovo in partnership with Web & Events in Bulgaria, invites you this spring in Sofia, Bulgaria for one of the most valuable topics in the business world today and with one of the best trainers in the world, Mr. Brian Tracy.



About Brian:

Brian is one of the best business speakers in the world. Maybe even the best one.

During this 1 day practical seminar Brian Tracy – the world renowned business speaker and author of over 50 best sellers, will share his professional tips and knowledge for increasing sales and business success. Brian’s goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

TRAINING:	THE PSYCHOLOGY OF SALES.
WHO SHOULD ATTEND?	EVERYONE THAT IS SALES AND BUSINESS ORIENTED. Sales Managers, Leaders & Managers, Business Owners, Etc.
VENUE:	INTER EXPO CENTER, SOFIA. http://iec.bg/en
DURATION:	FROM 9:30 TO 17:15. CHECK-IN STARTS AT 8:30 O’CLOCK AM. Please note: We are expecting a large number of attendees and so we urge you to be at registration by 8:30 a.m. You’ll be able to enjoy a warm cup of coffee.
LANGUAGE:	ENGLISH.

Price:

All tickets include coffee breaks and wireless internet. Lunch is included only for Gold and VIP tickets. All prices exclude 20% VAT.

STANDARD TICKET	BUSINESS TICKET	GOLD TICKET	VIP TICKETS
EUR 195 excl. VAT Last-week 276 excl. VAT Access to the Seminar	EUR 229 excl. VAT Last-week 372 excl. VAT Access to the Seminar Reserved seat on the front rows E-book "24 Effective Closing Techniques" 9 audio books* Certificate from Brian Tracy	EUR 265 excl. VAT Last-week 492 excl. VAT Access to the Seminar Reserved seat on the front rows E-book "24 Effective Closing Techniques" 9 audio books* Certificate from Brian Tracy Book signing session Possibility for a group photo with Brian Business lunch*	EUR 635 excl. VAT Last-week 1,104 excl. VAT Access to the Seminar Reserved seat on the front rows E-book "24 Effective Closing Techniques" 9 audio books* Certificate from Brian Tracy Book signing session Possibility for a group photo with Brian Business lunch* Exclusive VIP Dinner with Brian Tracy (limited to 18 tickets only) Exclusive individual Photo with Brian

*The titles of the 9 Audio Books: "Negotiate the Best Deal", "21 Great Ways to Hire and Keep The Best People", "21 Great Ways to Build a High Profit Business", "21 Great Ways to Manage Your Time and Double Your Productivity", "21 Great Ways to Become a Sales Superstar", "21 Great Ways to Start and Build Your Own Successful Business", "Motivating Yourself To Peak Performance", "Power Networking", "Selling Higher Priced Products Against Lower Priced Competition".

Note: Price will increase every next Friday until the event.

Agenda:

SESSION 1:

- The New Realities of Selling;
- Develop the Winning Edge.

SESSION 2:

- The Seven Secrets of Top Sellers;
- Set & Achieve Your Goals.

SESSION 3:

- Personal Time Management;
- Relationship Selling;
- Selling Consultatively.

SESSION 4:

- Why Buyers Buy;
- Asking Your Way to Sales Success.

SESSION 5:

- Overcoming Price Resistance;
- Success & Self-Motivation.

Other:

- You must be in Sofia one day before the event, i.e. May 30th.
- Driving from Tirana to Sofia will take approximately 8 hours.
- There are no direct flights from Tirana to Sofia, but only via ROM, IST, ATH, VIE and LJU.
- Around 700 people will participate in this event.

Registration:

Send an e-mail to Ms. Jonela Rama at jonela.rama@eppc.al about:

- **No of tickets.** (How many standard, business or gold tickets you wish to purchase?)
- **Name and Surname.** (For every participant)
- **Company VAT number and address.**

After receiving your request, we will prepare and send you the VAT fiscal invoice (scanned copy) via e-mail and the hard copy version via postal service. The latter will normally reach you in 2-3 days.

Your reservation will be confirmed immediately after your bank payment. Our bank accounts will be written in the invoice.

Terms & Conditions:

All fees for Standard, Business, Gold and VIP tickets are non-refundable.

If by any circumstances you are unable to attend the event, the participant's name on the ticket can be changed to someone else.

EPPC and Web & Events Bulgaria are not responsible for travel, accommodation and your stay in Sofia.

Important note:

We recommend you to buy your tickets **as soon as possible**, because based on previous experience big companies can buy bulk tickets and in a couple of days the hall can be sold out.

We are looking forward to meeting you in Sofia.



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HUMAN RESOURCES TRAINING FINANCIAL MANAGEMENT

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