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**Dear Valued Client,**

Greetings from Business Maker Academy, Inc.----a training center for business, finance, human resources & leadership that has served more than 150,000 clients since 2003 and is an accredited learning institution of the Civil Service Commission (CSC) & PHILGEPS.

You are cordially invited you to attend our training program on:

**PROACTIVE SALES & MARKETING**

Date: \_\_\_\_\_  
Time: \_\_\_\_\_

Attached below are the Registration Form & the Course Brochure. We look forward to a fun and rewarding learning experience with you. Feel free to contact us for any questions or clarifications.

Thank you very much,  
BMA Management

**REGISTRATION FORM**

Please submit via: Email to [info@businessmaker-academy.com](mailto:info@businessmaker-academy.com) | Viber: (0912) 2231826

Booking Officer Name: \_\_\_\_\_  
Position: \_\_\_\_\_  
Company: \_\_\_\_\_  
Company TIN: \_\_\_\_\_  
Industry: \_\_\_\_\_  
Tel No: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

Total Number Attendee(s) for Enrollment: \_\_\_\_\_  
Note: Please indicate full name below:

Attendee 1: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

Attendee 2: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

Attendee 3: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

Attendee 4: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

Attendee 5: \_\_\_\_\_  
Cel No: \_\_\_\_\_  
Email Address: \_\_\_\_\_

*(More than 5 participants, pls attach extra sheet)*

Would you like to request for billing statement?  Yes  No  
How did you find us? \_\_\_\_\_  
Use Promo Code: \_\_\_\_\_

**ENROLLMENT DETAILS**

**SCHEDULE:**

- Pls visit <https://businessmaker-academy.com/training-schedule/>

**WEBINAR:**

- Duration: 1 session x 4 hrs.
- Time: AM Sched: 8:30am to 12:30pm  
PM Sched: 1:30 to 5:30 pm
- Venue: Zoom

**SEMINAR:**

- Duration: 1 day x 8 hrs
- Time: 9am to 5pm
- Venue: 1503A West Tower, Tektite Bldg, Exchange Rd., Ortigas Center, Pasig City Philippines

**TRAINING FEE:**

- Webinar Fee = Php 2250+VAT
- Seminar Fee = Php 4250+VAT

**MODE OF PAYMENT:**

- Bank Deposit:  
Account: Business Maker Academy, Inc.  
BPI SA# 4013-0306-64  
BDO SA# 000-280-622-422  
Landbank CA# 3732114830
- Paypal: pls contact us
- Dragonpay: pls contact us
- Gcash: pls use QR code below



**BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES**



## PROACTIVE SALES & MARKETING

“Time-tested Marketing Ideas and Sales Strategies to Achieve Success”

**Seminar:** 1 day x 8 hrs. (total of 8 hrs)

**Webinar:** 1 session x 4 hrs. (total of 4 hrs)

### COURSE DESCRIPTION:

Every business practitioner, whether a salesperson, finance officer or a customer service representative, should be your company's avid promoter and sales advocate. This program presents the universal Sales & marketing model and how it can be applied to increase sales for the business organization. Participants will gain an understanding of how sales & marketing work together to produce good results and what they can do to contribute. Discover how the sales and marketing spirit can bring success to you and your company. Get updated with new practices and methods to increase your sales.

### WHO SHOULD ATTEND:

Marketing Managers Executives and Assistants, Product/Brand Managers, Sales Managers and their Teams, Business Owners, Entrepreneurs and all business practitioners who need to develop a sales & marketing mind-set.

### PERFORMANCE OBJECTIVES:

Upon completion of this workshop, participants should be able to gain a positive mindset and perspective in utilizing sales and marketing strategies to reach their marketing goals and sales targets, which leads to helping and serving more customers.

### LEARNING OBJECTIVES:

By the end of this course, the participants shall be able to:

- Recognize the impact of sales and marketing on the success of the organization
- Use the universal sales & marketing model to improve sales and marketing performance
- Compile proactive marketing ideas, strategies, and methods
- Utilize sales strategies and practices to improve sales performance

### COURSE TOPIC HIGHLIGHTS:

1. Proactive Sales & Marketing Overview
2. Understanding Sales & Marketing
3. Pull & Push Strategy
4. Universal Sales & Marketing Model
5. Converting Leads to Sales
6. Proactive Marketing Strategies
7. Marketing Basics
8. Customer Profiling
9. Product Review & Value Creation
10. Pricing Strategy
11. Publicity & Promotions
12. Traditional Marketing Methods
13. Online Marketing Methods
14. Alternative Marketing Methods
15. Proactive Sales Strategies & Process
16. Building Your Sales Lead System
17. Sales Conversion
18. Proactive Sales Technique

### TRAINING INCLUSIONS:

- Live Webinars are conducted via Zoom and includes eCertificate of Completion. Printed Certificates may be requested with minimal processing fee of Php100 plus shipping fee.
- Live Seminars are conducted at BMA Training Center and includes: Certificate of Completion, Seminar Kit, Meals and Drinks. Plus: non-transferable one-time refresher seminar session within one year.

## BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES

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