



# Mark Baker

INTERNATIONAL

*Speaking From Experience*



- SPEAKER
- AUTHOR
- COACH
- CONSULTANT

*"One of the leading business coaches and personal development experts in the world to day."*

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- World Class Sales Training
- Executive Coaching
- Key Note Speaking
- In-House Workshops

An outstanding opportunity to attend four courses that are guaranteed to help you, your business and staff maximise opportunities that the Christmas trading period could offer you, and propel you into the New Year with the tools you **MUST HAVE** to give your business and staff the best start to the New Year.

Mark Baker is one of the top business trainers in the UK today, and he trains and coaches many of the top FTSE companies, and in the interest of the Jersey business community these courses are being offered at a fraction of the cost that your UK counterparts invest in these excellent courses.

## HOW TO TALK SO PEOPLE LISTEN

**TUESDAY 30TH NOVEMBER, 6.00PM**

Effective communication has been called the world's highest paid skill and you will see just why when you attend this course. You will learn the secrets of the great communicators and how to get the very best out of every conversation you have including:

- What really counts when communicating?
- How to tell when you are getting through to someone.
- How to listen perceptively.
- What really happens in that first 7 seconds!
- The emotional facts about communication.
- 9 essential skills of great communicators.
- Persuasive communication.
- Essential body language.

And much much more...

## SECRETS OF THE WORLD'S GREATEST SALESPEOPLE

**THURSDAY 2ND DECEMBER, 6.00PM**

Mark is officially recognised as one of the top 1% of salespeople worldwide, in this eye opening seminar you will find out exactly what the worlds top salespeople do and learn how to become one yourself! You will learn.....

- Why people buy.
- How to inundate yourself with leads.
- Learn why the sale is NEVER made in the close.
- Learn how one word can triple the size of a sale.
- The 3 beliefs you must have to succeed in sales.
- The super salespersons mindset.
- How to develop trust.

And much more...

## OUTSTANDING CUSTOMER CARE

**MONDAY 6TH DECEMBER, 6.00PM**

They say there's no customer loyalty anymore. There is... it's just that most businesses don't deserve it!

- Turn customers into raving fans of your company.
- The biggest secret in customer care (surprisingly).
- The greatest customer you will ever get.
- Discover if nice customers are destroying your business?
- Realise the only two things people ever buy.
- Asking the golden questions.
- What to do when a customer is/when..... The quality service action plan.

And much more...

## HOW TO DEVELOP A WINNING MINDSET IN CHALLENGING TIMES

**THURSDAY 9TH DECEMBER, 6.00PM**

When times are tough, trying to think positive simply isn't enough, and yet if you don't know how to create a winning mindset, your fate is sealed! This course has saved more careers and business's than can be counted so prepare to take off!

Topics covered include:

- Are you being held back by the lies you tell yourself.
- How attitude shapes your life experience.
- Taking control of your self talk.
- How beliefs affect you and your business's potential.
- How to get off the spiral of negativity.
- Perception versus reality.
- The 5 great wonders of your mind.
- Develop a powerful self image.
- How to really set goals and it's not S.M.A.R.T!

And much more...

*These really could be the nights that saved Christmas!*

**Bonus:** Free workbook for every delegate worth £97.

Refreshments provided

All attendees may attend New Year refresher course for only £47 PP.

All courses take place at St Pauls Centre. 6pm start. Duration 2 hours

**PLACES ARE STRICTLY LIMITED ON THESE HIGHLY POPULAR COURSES  
BOOK NOW TO AVOID DISAPPOINTMENT**

**Course Booking Information / PRIVATE INDIVIDUALS MAY ATTEND.  
FEES DUE AT TIME OF BOOKING/STUDENTS £50**

Please reserve	<input type="text"/>	Place(s) on the following course at	<input type="text"/>	£77	per delegate
Course Title	<input type="text"/>				
Course Start Date	<input type="text"/>				
Delegate 1	<input type="text"/>	Delegate 2	<input type="text"/>		
Delegate 3	<input type="text"/>	Delegate 4	<input type="text"/>		
Delegate 5	<input type="text"/>	Delegate 6	<input type="text"/>		
Delegate 7	<input type="text"/>	Delegate 8	<input type="text"/>		
Delegate 9	<input type="text"/>	Delegate 10 FREE	<input type="text"/>		

**Section 2 – Course Payment**

**Payment of Fees (please tick relevant box)**

<input type="checkbox"/>	Fee enclosed (Please make cheques payable MARK BAKER INTERNATIONAL)
<input type="checkbox"/>	Please invoice employer as detailed below

**I accept the terms and conditions stated and enclose a cheque/invoice request**

Please complete:

For  Delegates x course fee of  £77 = £

**TERMS AND CONDITIONS**

REFUNDS N/A. DELEGATES MAY BE SWITCHED ANYTIME

Total Payment

£

Employer's Signature

Name (capitals)

Position held

Date

**If fees paid by company (Please complete)**

Name of company	<input type="text"/>	
Address	<input type="text"/>	
Telephone	<input type="text"/>	FAX <input type="text"/>
Email	<input type="text"/>	<input type="text"/>

**If fees paid by Individual (Please complete)**

Name	<input type="text"/>	
Address	<input type="text"/>	
Telephone	<input type="text"/>	FAX <input type="text"/>
Email	<input type="text"/>	<b>Signature</b> <input type="text"/>

Please send payment to; Mark Baker International, Old Church House, Charing Cross, St Aubin, St Brelade JE3 8AA(De Vere Building) T 873747

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