

Richard Denny Seminars: "Win More Customers, Make More Sales!"

### **RICHARD DENNY BIOGRAPHICAL STATEMENT**

Richard Denny is a business growth specialist and an inspirational business speaker. He is probably unique in that his presentations not only motivate, inspire and educate his audiences, but they take away and are able to use highly practical ideas that achieve enhanced performance. He is so confident that he guarantees to get an outstanding result - You can't expect better than that.

*"The UK's Guru of Sales" The Telegraph*  
*"The master of professional salesmanship" The Times*  
*"The millionaire maker" Birmingham Post and Mail*  
*"The UK's Guru of Motivation" The Daily Mail*

Richard has had a fascinating career and his credentials are impressive. He started out in agriculture and was instrumental in changing the face of marketing British farm foods when he was in his late 20s. The Farmer's Guardian Newspaper said in 2009 "It is characters like Richard Denny that have made the farming industry the colourful profession that it is today".

From agriculture he seized the opportunity to work in direct sales with products as diverse as household detergents to ladies bras, becoming the top sales person, sales leader, with phenomenal results and ended leading a team of 2,000 agents. He wrote his first book 'Selling to Win' in 1988 and it stayed at the top of the Business Best Sellers List for 14 months. This book has been translated into 28 languages, is in its third edition and sells in over 40 countries. He wrote his second book 'Motivate to Win' that became another international best seller also now in its third edition in 27 languages.

#### **GOAL:**

The enlightening seminar is aimed at all aspects of business including private individuals and business entities who wish to increase the number of their clients, the number of their sales and their business profile in general utilizing the power of the customer to maximise their sales. The seminars and an invaluable opportunity to understand through Mr Richard Personal success story the latest approaches and sales techniques which fit the 21<sup>st</sup> century and a brand new year 2016.

#### **PARTICIPATION FEES:**

Participation fee of the seminars are €59,50 (VAT. Inclusive) and is payable in advance.

**Modes of Payment:** Check made out in the name of the CCCI or

-Bank transfer of the funds to the Acc. 0194-12-006537 (Bank of Cyprus)

#### **PARTICIPATION SHEET:**

Participation Sheets must be sent to the CCCI, e-mail: [gvenizelou@ccci.org.cy](mailto:gvenizelou@ccci.org.cy), or by FAX. 22668630 by the 4<sup>th</sup> of March 2016 the latest.