



The Rainmaker Seminar

From the life experience of Wyatt Woodsmall, Ph.D. - the "Expert on Sales Experts"

The Rainmaker Compass teaches you:

- *How to position yourself in the marketplace through the theory of triangulation*
- *How to use the skills of Framing, De-Framing and Re-Framing*
- *How to profit from State Creation skills to drive yourself, your organization and your prospect toward prosperity*
- *The skills of "Simple Disciplines" to integrate these behaviours into the career of a Rainmaker*

You will learn how to:

- *Break through to a new level of sales success*
- *Sell the largest accounts in your market*
- *Build career-long relationships*
- *Change the way you look at your company, your customers and yourself*
- *Generate the selling secrets of the ultra-successful*
- *How to turn huge obstacles into immense profits*
- *Be considered the most valuable asset your customer has*

You Should Attend...

- If you are a skilled sales representative
- If you are a top producer in your organization.
- If you are a sales representative who has exhibited an unusual degree of skill who would like to learn how to take your results to the next level – you are a perfect candidate.
- *Owners or Chief Executives should also consider coming to this seminar as they set the example of being the leading **Rainmakers** in their organizations.*

Without question one of the most powerful ingredients of this gathering will be the sharing of experience that takes place amongst the participants.

Dates: 25-27 August 2011...

Thursday 25

9.00am	Registration & Cuppa
9.30am-1.00pm	How to position yourself in the marketplace (Morning Tea 10.45am) How to use the theory of Triangulation & Systems Thinking to become a Rainmaker
1.00pm-1.45pm	Lunch
1.45pm-7.00pm	State Control: How to manage your own state of mind in the selling process to become a Rainmaker (Afternoon Tea 4.00pm) State Control <i>continues</i>

Friday 26

9.00am-1.00pm	State Creation: How to create a winning state of mind in your prospects and your company (Morning Tea 10.45am) State Creation <i>continues</i>
1.00pm-1.45pm	Lunch
1.45pm-7.00pm	Framing, De-Framing and Re-Framing: The ultimate closing skill (Afternoon Tea 4.00pm)

Saturday 27

9.00am-1.00pm	Framing, De-Framing and Re-Framing <i>continues</i> Morning Tea 10.30am) The Simple Disciplines: How to integrate the skills of the Rainmaker
1.00pm-1.45pm	Lunch
1.45pm-3.30pm	The Simple Disciplines <i>continues</i>
3.30pm-4.00pm	Integration & Close

Full Investment **\$2695.00+GST** in full by 20 August 2011

- **Early Bird:** \$1695+gst in full by 20 June 2011
- **Groups 3:** \$1295+gst per person in full by 20 July 2011
- **Deposit:** \$295 to secure placement
- **Maximum:** 15 participants

Your Investment Includes...

- Training with Wyatt Woodsmall, Manual and Training materials
- Refreshments

Venue: CPL Training Space, 269 Remuera Road, Remuera. Auckland. NZ

About this Seminar...

The **Rainmaker Seminar** is designed to put you in the driver's seat and set your direction for the rest of your career!

- You will be treated to the top strategies, concepts, ideas and practices of highly successful salespeople.
- You will learn about the powerful behavioural tool for capturing excellence known as modelling, and use it to build new behaviours quickly and easily that will create abundant new sales for you and your company.

Comments about Wyatt and "Rainmaker" ...

"There is no one who knows more about NLP than Wyatt, and he is one of the few people in NLP today who are actually doing modelling and extending the limits of its applications."

Richard Bandler, Creator, NLP.

"Wyatt is truly a Master Trainer and Master Modeller and unexcelled in his ability to capture and transfer expertise."

Anthony Robbins, Author and Success Coach.

"I was surprised by just how much more there is to know ... it was fantastic to experience the true artistry and skills that go beyond the usual hype. I was blown away by the standard of Wyatt's skills, level of understanding and his ability to make the elusive obvious. Fantastic! 10 out of 10."

James McCarron, Trainer.

In my 12 years+ of selling and sales training, this is the most comprehensive and relevant sales training course I have attended. What we have covered is a must see for all sales people.

John Schell, Director. NZ.

"This morning I went to "The Rainmaker Position" in one of my sales and now have a \$30,000 order. I believe that had I not applied the Rainmaker techniques that I learned, I would not have landed the contract."

Mark Adent, Client Services, Bennett Graphics, USA.

I feel enthused and inspired. Thank you for making me fall in love with my sales career again. NLP here I come.

Dawid Falck – Vodafone New Business Sales Manager, NZ.

The Rainmaker Model...

Being a **Rainmaker** is much more than being an excellent sales person, it means you are a **"brilliant"** sales person and that means you understand the difference between selling and building immense value. Wyatt Woodsmall, Ph.D., will open your mind and stretch your horizons so that you can see yourself succeeding at an entirely new level.

With his intimate knowledge of human behaviour, you can start using and profiting from the skills that will revolutionise your sales results. Imagine doubling or even tripling your income over the next two years. These are the kind of results you can expect using these extraordinary tools.

Most seminars are based on somebody's theory of what works. Modelling is based on what real **Rainmakers** actually do. It is the process of capturing what the expert does and transferring the "what"; the "why"; and most importantly the "how" to people who want to make dramatic increases in their ability to get results.

Wyatt has modelled the behaviours of one of USA's most brilliant salespeople, Sean McArdle – the \$100 Million Salesman!

You'll learn how to use that information for yourself ... and as a result, your performance will increase further and faster than what could ever be achieved by conventional training methods and practices.

Here's What You Will Learn...

As Rainmakers, you will...

- Constantly teach your customers how to succeed
- Position yourself as a leader and a major problem solver
- Manage your state mind, body and soul
- Create excitement wherever you go and enthusiasm for what interests you
- Assume that others will do business with you because yours is the offer with the greatest value
- Make your own business grow by helping your customers grow
- Find ways to look good by making others look better
- Build value in every human interaction
- Sell the largest customers in your marketplace
- Build long-term relationships by design
- Create larger profits for your firm
- Make people feel worthwhile
- Have a vision and share it so that others can take part in it
- Help individuals grow and businesses to flourish
- Make valuable contributions to your industry and your community

...Be brilliant!

As A Rainmaker You Will Come To Believe...

- If you don't sell a qualified prospect, then you have done the prospect a disservice
- Your highest value is to enrich peoples' lives through service
- Each person is unique and it is your responsibility to honour that difference
- In building better organizations to serve the needs of your customers
- In the spirit of building strong relationships to build better businesses
- In your life-long education as the primary road to personal growth
- In tackling the biggest challenges and creating the most worthwhile solutions



About Your "Rainmaker" Trainer...

Dr Wyatt Woodsmall, is President of Advanced Behavioral Modeling, Inc., a consulting and training firm committed to increasing the performance and productivity of organizations and individuals through the use of his advanced learning techniques. He is co-author of **Time Line Therapy and the Basic of Personality; Our Vanishing Values: The Culture Crisis; People Pattern Power: The Nine Keys to Business Success**; five monographs and hundreds of published articles on Behavioral Modeling, Advanced Learning Technology and Neuro Linguistic Programming (NLP), and he has been selling 'himself' successfully for more than 30 years!

In addition to serving in industry and government spanning 40 years, Dr Woodsmall developed the models used by the US Olympic diving teams and their coaches during the last three Olympics.

He is a Master Trainer and Master Modeller in NLP. His method of using unique models to teach skills, dramatically improves performance, reduces training time and lowers costs. He is a Founding Director of the International NLP Trainers Association (INLPTA), and one of the premier teachers of NLP in the world. His teaching takes him to all corners of the globe.

Registration Form – Rainmaker Seminar: 25-27 August 2011, Auckland. NZ.

Enrolment is confirmed with your deposit. Maximum: 15 participants for optimum learning. Please fax this registration to: +64 9 522 2376 or email: eileen@commplus.co.nz now and gain your placement.

Full Investment: \$2695+gst in full by 20 August 2011. **Early Bird:** \$1695+gst in full by 20 June 2011.
Groups 3: \$1295+gst per person in full by 20 July 2011. **Deposit:** \$295 essential.

NAME: _____

COMPANY: _____

ADDRESS: _____

EMAIL: _____

PHONE: _____

MOBILE: _____

FAX: _____

Payment Options: Direct Credit. Company Invoice. Cheque. Credit Card. (circle your option)

Credit Card: Visa. Mastercard. Amex. (Circle one)

Credit Card No. _____

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Signature: _____

Date: _____

Please note the terms and conditions of enrolment in Communications Plus Ltd events:

1. Withdrawal/Transfer from the course after enrollment incurs a minimum 10% fee for administration costs.
2. Withdrawal from the course within 1 month of start date defaults 25% of the course fee.
3. Withdrawal from the course within 2 weeks of start date defaults 50% of the course fee.
4. Withdrawal from the course within 1 week or after commencement of start date defaults full course fee.