



Communication Technology Solutions

Communication Technology Solutions Presents:

Business Webinar Series:

A Unique, No-Risk Way To Generate Non-Dues Revenue for Chambers of Commerce & Professional Associations.

Get The Sales Edge Business Mastery Webinar Series

Get Access To Specially-Developed, Time-Tested and Field-Proven Tips, Techniques & Strategies (Taught By A Bonafide Expert) To Improve, Innovate & Transform Your Business, Get More Clients, Increase Production, Productivity, and Efficiency AND Shatter Your Competition.

What's In It For You As A Chamber or Association? (Or Why Should I Give This A Shot?)

- *Be a conduit to your members for refreshing, valuable and comprehensive training, education and information. Increase your standing and value to your members.*
- *Extend your reach to your members. Be more "in touch" with a wider variety and larger cross-section of your members than just meeting for drinks, snacks or coffee function with the same people all the time. (Yes, those are important too!)*
- *Establish and solidify your responsibility and role as a vital resource to intensify your relationship with your members, especially in these tougher economic times.*
- *Your members will be able to stretch their training dollars with an extremely reasonable registration fee point for your members where we don't gouge them out of their hard-earned dollars (especially in today's market). Be sure to ask me how we're able to do this without scrimping on the quality!*
- *Develop a regular flow of no-risk, no up-front fee, no administration, no logistics method of generating non-dues revenue.*

First of all, what exactly is a Webinar?

Webinars are used to conduct live meetings or presentations over the Internet. In a web conference, each participant sits at their own computer and is connected to other participants via the internet.

This is a web-based application where the attendees will simply enter a URL (website address) to enter the conference. They'll see and hear the presentation over the internet on their computer. A webinar can be collaborative and includes polling and Q & A sessions to allow full participation between the audience and the presenter.

How Does It Work?

With our fully-managed webinar solution, we provide you with a turn-key, no-risk way to expand your reach with your members. We'll provide the 60-minute business topic, the presenter, the program

solution, the logistics, the administration and the customer service. All you do is promote the event to your members.

Your members that register for the webinar will receive vital business, management and sales information, tips, techniques and strategies that will allow them to increase their skills, increase their efficiency, productivity, and marketing efforts. In short, they will raise their bottom line.

Your members will get access to this information for only \$49 per 60-minute power-packed vital session. Each session features a full 60 minutes of hard-hitting and effective content and also includes a 10 to 15 minute Q & A session where participants can ask questions.

For every member that registers, your organization will receive \$21 for your non-dues revenue account. For example, if you only have 20 members register, each of them will pay \$49 and your organization will receive \$21 x 20 or \$420 within 7 days of the end of that particular webinar.

60-Minute Sessions By Topics:

How To Be Successful Entrepreneur (even if you work for someone else)

- Financial independence
- Develop the entrepreneur mindset
- Developing a business success plan
- Business principles for success

Leadership & Negotiating Skills & Strategies

- Rallying others around you
- Delegate responsibility effectively
- Motivating your team to perform
- Win-Win strategies
- Never get the “short-end-of-the-stick” again

How To Get Motivated & Stay Motivated

- Develop mental fortitude
- Self check your attitude
- How to stay positive
- Productive enthusiasm
- Feeling Vs. Action - Unique technique to accomplish anything
- How to channel motivation into productivity

Peak Performance & Focus

- Develop a system of maximum performance
- Identify positive habits
- Implementing new positive habits and how to maintain them
- Staying focused for positive outcomes
- Navigate towards overall success

How To Set & Achieve All Your Goals

- Powerful 11-step process used by top professionals; identify & achieve all goals
- Get clear specific outcomes
- How to develop your “Action Plan”

- Measure yourself against time frames
- Accountability techniques
- Enjoy having a clear plan/path to success

How To Be More Efficient & Productive

- Get more done in less time & discover the TRUE Value of your time
- A proven system for delegation, prioritization and execution
- How to stay away from “time-wasters”
- Become the “Master of the egg timer”
- Have more time for other pursuits & eliminate “time stress”

Turn An Incoming Inquiry Into A Client

- Identifying Objectives for each conversation for maximum conversion
- How to get & give information
- Qualifying the prospect for maximum value
- Avoid the “maybe” limbo of sales
- Using “Statement/Benefit/Statement” technique

How To Handle Every Single Objection

- Field-tested and time-proven techniques of handling every single objection
- Cutting edge methodology of answering objections
- Transition an objection into a closed sale

How To Give The Perfect Sales Presentation

- Crucial elements of a successful presentation
- How to win your audience over to your side
- The most effective words to use in any presentation
- Deliver presentations with impact, excitement and energy
- What to do when you’ve “messed up” and techniques of recovery

Master The Art & Science Of Closing

- The SECRET of closing from the time you say hello
- Close the tough sales that most amateurs miss
- A system of closing that takes out the guesswork
- Close More Often, Close Faster, Close with Higher Revenue and Profits

How To Cold Call Effectively

- Eradicate call reluctance
- Project a professional image over the phone
- What are the actual tools you need for total success?
- Master every single phone call you make

Search Engine Optimization Skills That Are Easy To Implement

- Techniques that will propel your website to the top of the search engines
- 3 SECRET formulas that most web designers don’t know
- SEO terms explained and made simple to understand and implement
- Things that your web designer will never tell you or share with you

Why Motivates People To Buy (Or Not To Buy)

- Build Instant Trust & Rapport
- Emotion Vs. Logic
- Identify buyers' needs and wants using "Buyer Fingerprints"
- How your prospects make their buying decisions
- Unique sorting process that tells you how many clients you will close

Efficient & Effective Communication Skills

- Get your message across clearly and concisely
- Develop deeper relationships with peers, friends, and family
- Prevent miscommunication
- Use presentation strategies for effective communications

Powerful Lead Generation/Marketing Techniques

- Attracting the right kind of clients
- Overflow your business with clients calling you
- Develop an effective system for marketing, presenting, selling and follow-up.
- Powerful & persuasive sales copy techniques advertising agencies don't know
- Generate 30-50% more business with endless referrals

To Summarize...

All you have to do is decide which topic you'd like your members to be exposed to, pick the date and time and then promote the event to your members via email, in your newsletter and on your website. We'll take care of everything else.

So let's see if we can't stimulate the economy by helping your members maximize their business efforts and see measurable results!

I promise you that we'll be one of the easiest people you'll ever work with. Why don't you just try us out and give us a shot?

Give me a call at 858-433-8002 or shoot me an email at Chris@EZCommTech.com

Warmly,



Chris Randolph
President / CEO

Communication Technology Solutions (CommTech)

"Serving Your Webinar & TeleConferencing Needs With Dedication & Integrity"

So send an email to chris@EZCommTech.com or call right now: 858-433-8002

By the way, if you'd like to have a conversation on your organization providing the topic and the presenter, let's have a conversation about that.

Chris Randolph's Bio & Testimonials

Christopher K. Randolph - Entrepreneur, Author, Speaker, Sales Trainer & Coach, Speaker

"Two Thumbs Up! Continue the good stuff!"

Robert See Chee Fwai of SL Information System Sdn Bhd (Malaysia)

Audiences are always riveted! Chris delivers high-energy, thought-provoking and action-inducing inspirational messages (without the usual hand-clapping rah-rah). The strategies that he shares are designed to motivate, inspire, teach and cause immediate action with measurable benefits and results.

While he's not a comedian, audiences and attendees will laugh, will get enthused, will get motivated, in short, they WILL BE informed, educated and entertained.

Having spent 6 years as a military officer, Chris Randolph was ingrained with the basic building blocks of management & leadership. Overcoming the challenges in successfully motivating individuals from different backgrounds for a common cause, Chris realized that this was one of his natural talents.

In the last 19 years, Chris has applied himself to the study and practice of professional selling, management & leadership techniques, negotiation techniques, presentation skills, goal identification & achievement, script writing & marketing.

He owns 3 successful businesses; involved in the day-to-day operations & also functions as a highly productive sales rep of these companies. Despite a fear of cold calling, he's made over 290,000 of these calls and over 4,100 sales presentations!

Chris has been able to identify key areas that make ordinary people great. Chris is highly skilled in transferring the techniques he has learned through his one-on-one coaching, group coaching, tele-seminars, webinars, interactive workshops, articles, seminars and keynote speeches.

Some Testimonials:

"As a professional trainer, I see a lot of hype. Chris Randolph's teaching style is refreshingly down-to-earth and communicates proven strategies without all the shouting, clapping, and standing on chairs."

Scott Sorrell of High Achievers

"I didn't expect such valuable material to enable me to move forward. My goals are visible with the focus questions. 'Am I happy with my results today?' etc. Thank you Chris!"

Liz Diaz of Best Choice Realty

"All my life I have practiced self defeating behaviors. For the first time I have taken a proactive step to managing myself better to achieve a happier life balance. Worth every cent I spent."

Rose Avila of Rose Hills Memorial Park & Mortuary

"The information & tactics are Real World and fit most professions. The strategies will work Guaranteed!!"

Richard Hawley of ADT Security

"Very useful and powerful! It made me realize, just how much more successful a professional I can become."

Simon Hakimelali of Anaheim Mitsubishi

"Helpful, motivating, and easily understood."

Patricia McCauley of Rose Hills Memorial Park

"Great opportunity to refresh & motivate your sales team & leave them with at least one item they can use..."

Mike Martin of KSWB TV

"I am really pleased with his presentation, very positive attitude, and he got everyone's attention."

Fabian Ojeda of Ram Properties & Assoc.

"Fun, comprehensive, and to the point. Informative and motivational."

Walter Juarez of JWJ Real Estate

International Testimonials:

"Interesting & interactive session, sharing information and knowledge on making the difference between average and successful."

Png Chong Heng of Alam Flora

"Each topic has a different strategy/idea/technique which is new to me and very practical to implement without delay"

Sheariza Shamsuddin of Jurnkur Setia

"Program was AWESOME! Chris is a great presenter & motivator."

Esa Bin Mansor of Strategi Tegas

"Chris is inspiring and a very motivating person!"

Stephanie Lim of Symphony Share Registrars

"I expect to attend more programs by Chris Randolph! Keep it up!"

Zalina Md. Noor of Orogenic Resources

"It is fun and I enjoyed the program and its different from all the other programs I have attended!"

Vincent Hiew of JAKS Steel Industries

"Enjoyable, Entertaining, Very Beneficial."

Zaidaniah Hamzah of AFTAAS

"The program is useful & I had fun joining this course & learning from the experiences shared by Chris."

Esatul Shareen Hamim of Afrisan Tarmih Khairul Azhar

He's the author of "The Sales Edge: the Difference between an Average Salesperson & the Successful Sales Professional", which is sold in 14 countries around the world. This is a sales manual designed for both the novice and proficient salesperson. The "Sales Edge" describes the sales process clearly & concisely with field-tested and proven strategies. Chris is also the author of "Power Negotiating Secrets", "25 Ways To Increase Sales Now", "How To Handle Every Single Objection", "Goal Setting Strategies For Kids", "Common Sales Sense (and Dollars!)", & "World's Greatest Closes".

In today's marketplace, being good is not good enough. Chris' success philosophy is two-fold.

Skill set is tools of selling, peak-performance, product knowledge, asking for referrals, knowing what to say or do, perfecting the presentation or demonstration, handling objections, prospecting strategies, marketing systems, trial closes and everything in our sales tool belt. Skill set is the knowledge.

Mindset is having the attitude and focus to utilize our skill sets. It's having the focus and determination of continuing to use our skill sets even in the face of rejection, challenges, obstacles, of losing the sale, or making phone call after phone call. Mindset is application of all of this knowledge.

In his caring, yet firm no-nonsense approach in sharing this powerful information, Chris is able to help his clients transform themselves with a clear sense of purpose. You will find yourself exposed to powerful strategies that will transform your skill level. You will develop a game plan for your financials, profession and personal life. You will get the edge!