

**Register today to experience
this purpose-built, hands-on
training program.**

To register for the program in your state, simply call the
ACS on **(08) 8338 7111** or register online by visiting
www.bloomers.net.au

ACS/RVA Members:

\$990 | per participant
(inc GST)

Non-Members:

\$1320 | per participant
(inc GST)

2010 Program Dates

**Monday 21st June and
Tuesday 22nd June 9am – 5pm**

ACS Offices Glen Osmond Road, Frewville SA



Bloomers®

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Email: team@bloomers.net.au



Bloomers®

**The Art of Selling
Retirement Living
Not for Profit Session**

A purpose-built, hands on sales
training program for the retirement
living industry.



The Art of Selling Retirement Living

A purpose-built, hands on sales training program for the retirement living industry.

Bloomers is a unique, purpose-built two-day training program created from the ground up just for the retirement living industry and is the only specialised training of its type to be fully endorsed by the industry.



**Aged & Community Services
SA & NT Inc**

It's not just another seminar it is an industry first.

This highly interactive two-day program allows participants the opportunity to learn from both the facilitators and each other, and to see the sales process from many differing perspectives.

As part of each program, the participant will be provided with customised sales tools and support materials.

- * Participant reference manual
- * Sales diary
- * Village information booklet
- * Sales process and checklists
- * Case studies

Key topics covered:

- * Understanding your product
- * Contracts, Acts and Pricing (including DMF)
- * Generating quality leads
- * Converting these leads into sales
- * Keeping sales through to settlements

What's the buzz around this program?

Here's what the participants have said:

Our participants so far have included a broad range of people involved in selling retirement villages – sales consultants, village managers, developers – both new to the industry and also those that have been in the industry for many years.

"Best course I have attended, totally relevant to the retirement profession"

Peter Witnish, Retirement by Design

"I most enjoyed the exchange of experiences that each participant was so willing to share"

Sylvia Reitenbach, ACH Group

"I found all aspects good and all of the course very useful, given that I'm quite new to the industry"

Katherine Clark, Life Care

"Fantastic combination of both industry rep and trainer with 2 trainers, both confident and excellent communicators"

Nadine, Masonic Homes