

YES, I want to attend two action packed, high energy days busting with the latest in ideas for increasing sales, improving motivation and boosting profiles.

Two day package includes accreditation awards cocktails at end of 1st day, and preferential seating.
Members receive 2x free event attendance tickets for coming SMINZ meetings, plus certification toward accreditation.

Book online at www.salesmarketing.org.nz, or complete this form and send to SMINZ, PO Box 99041, Newmarket, Auckland. Alternatively, fax to (09) 818 4224.

CONTACT: Emilia Crous on (09) 818 4224, or email: emilia@salesmarketing.org.nz

COST: \$500+gst per day and \$850+gst for two days. Members: \$400 & \$750 +gst
PRINZ & MRS get members rates for their members. Sponsors can offer member rates to their clients as sponsors

CONTACT DETAILS:		
NAME		
JOB TITLE		
COMPANY		
ADDRESS		
PHONE	FAX	
EMAIL		

I WISH TO ATTEND:	Non-Member	Member
<input type="checkbox"/> DAY ONE: Sales	\$500+gst	\$400+gst
<input type="checkbox"/> DAY TWO: Marketing in Action	\$500+gst	\$400+gst
<input type="checkbox"/> BOTH DAYS	\$850+gst	\$750+gst

PAYMENT DETAILS:		
No. of tickets required:		
Members:		Total
<input type="checkbox"/> Day One @ \$400+gst		\$
<input type="checkbox"/> Day Two @ \$400+gst		\$
<input type="checkbox"/> Both Days @ \$750+gst		\$
Non Members:		
<input type="checkbox"/> Day One @ \$500+gst		\$
<input type="checkbox"/> Day Two @ \$500+gst		\$
<input type="checkbox"/> Both Days @ \$850+gst		\$
Total (inc. gst)		\$
1. <input type="checkbox"/> Credit Card:		
Card Expiry Date		
Cardholder's Name		
Cardholder's Signature		
2. <input type="checkbox"/> Cheque:		
I enclose a cheque for \$		
Please make cheques payable to SMINZ		
3. <input type="checkbox"/> Direct Credit:		
Please deposit payment into bank account number 12-3069-0209260-00		
4. <input type="checkbox"/> Invoice: Please invoice my company.		
I enclose a signed purchase order. NOTE: All invoices must be paid within 14 days of receipt or at least 7 days prior to the event (whichever is earlier).		

VENUE DETAILS:
Conference is being held at the Telstra Clear Pacific Centre, 770-834 Great South Road, Manukau City.
There is plenty of pay-and-display parking at a flat daily fee of \$4.00 (inc. gst)



PHONE/FAX:
(09) 818 4224
(03) 366 4224
(04) 475 4224
www.salesmarketing.org.nz

Sales & Marketing Institute of New Zealand Annual Conference 2006



Two action packed, high energy days busting with the latest in ideas for increasing sales, improving motivation and boosting profiles.

Wednesday 1st
& Thursday 2nd
November 2006
Telstra Clear Pacific
Manukau City

FEATURING:
Australia & NZ's
most successful
Sales Trainers



Wayne Mansfield Wayne Berry

PLUS:
Richard Gee
Pat Armitstead
Jason Barrel

Practical Marketing
Innovation from
leading companies

PHONE/FAX: (09) 818 4224 (03) 366 4224 (04) 475 4224 www.salesmarketing.org.nz

**New Zealand's Inaugural and top ranking
Sales and Marketing Conference**



Join your peers and competitors at this sales event of the year. In this value packed 2 days you will learn the strategies and innovative creative approaches that will make 2007 your year for optimum success.



The Sales and Marketing Institute of New Zealand is the Premier Association for Sales Managers, Marketing Managers and people who practice Sales,

Sales Management or Marketing Skills who wish to increase their professionalism, awareness, networking opportunities, and be recognised for their skills. We have an alliance with the American Marketing Association, which benefits all marketing managers on an international basis.

The Sales and Marketing Institute of New Zealand (formerly SMEI Auckland) is a non profit professional organisation for anyone involved or interested in sales and marketing.

We aim to promote professionalism in all facets of sales and marketing in New Zealand and to keep members fully informed on sales and marketing matters that will help them in their jobs and businesses and to compete in the global marketplace.

David Glover
CONFERENCE CHAIRMAN
President SMINZ

PHONE/FAX: (09) 818 4224
(03) 366 4224 (04) 475 4224
www.salesmarketing.org.nz



Wayne Berry
Top gun coaching

Australia's most in-demand speaker on selling, negotiating and sales management, Wayne is recognised as one of the WORLD's best sales trainers, having presented with greats such as Waitley, Rohn, Ziglar, Hopkins and Johnson. Wayne will share ideas, techniques and skills to immediately boost your sales and income DRAMATICALLY. Prepare to experience increased sales like thousands of Australian companies have achieved in the last 20 years.



GEE WIZ: Richard Gee
Nobody told you you can't

Successful business owner, manager, and company director, Richard has, since 1983, been passionate about New Zealand & Australian SMEs. With his work as a Strategic Marketing Consultant, Training & Seminar Presenter, Conference Speaker, Interactive Author, University Lecturer, and Company Director around New Zealand and overseas, he has made a difference to the success of many businesses, sales people's skills, marketing strategies, and self belief and attitude.



Wayne Mansfield
Selling your soul

For 15 years straight, Wayne was recognised as one of Australia's leading salespeople in the Insurance Industry, setting sales records for individual sales. One of Australia's first Independent Master Insurance Agents, Wayne lead sales teams that out performed nearly all but the large insurance companies. Wayne has been involved in sales since 1978, and in the last 3 years over 5,000 people have attended his seminars.



Wayne Mansfield
Email spamming: Devils choice or...?
For latest details see www.salesmarketing.org.nz



GEE WIZ: Richard Gee
The world is just waiting for your brand
For latest details see www.salesmarketing.org.nz



ACADEMY PUBLISHING:

Editorial success from PR
For latest details see www.salesmarketing.org.nz



PRINZ: John Shattock
Helping businesses get their message across
John has 39+ years media, research and PR experience, achieving many journalism and PR awards. He helps local government, not-for-profit organisations and small businesses to develop marketing material/processes and communicate effectively.



GREAT VALUE:

13 world class presentations

Reserved seating in air conditioned auditorium

Exhibitions by speakers and sponsors

Conference lunches



JOYOLOGY LTD: Pat Armitstead
I flirt therefore I sell

The worlds first Joyologist, Pat is New Zealand's answer to Patch Adams, and is New Zealand's leader in the Science of Positive Psychology and Humour in the Workplace. Pat uses a unique combination of Joyaudit®, Joyprogramme, Joycoaching® and Joyevents® to achieve specific objectives, improvements and outcomes in all levels of management, leadership, customer service and sales, combining her business acumen, creativity and wit.

Jason Barrel
Catching the curve ball

Jason has had more than his share of challenges. Struggling with dyslexia and low self esteem, he dropped out of school, but then beat the odds with his own business. A gifted athlete, he gained NPC and Super 12 selections, but a freak accident ended his rugby career. After rehabilitation, he was excited about his future, but worse was yet to come. Jason's entertaining story of facing extreme obstacles will touch your heart and challenge your mind.



M.R.S: Gregg Wiggin
The changing face of the NZ consumer
Gregg has worked in both research and advertising, winning awards for his research in the Australian and NZ banking market and NZ's motor vehicle industry. Gregg is a fourth term President of the Market Research Society of NZ, and works as an independent strategic planning and research consultant.

NEVILLE NEWCOMBE: Mark Newcombe

The digital revolution has taken another giant step
For latest details see www.salesmarketing.org.nz



Andy Dunn
Innovative great design does make the difference
For latest details see www.salesmarketing.org.nz

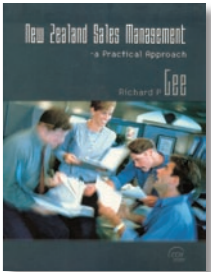
VODAFONE: Tim Nichols
The next generation and how to use it

Tim has initiated, managed and delivered many high-profile initiatives in online, mobile and traditional telecommunications, including the roll-out launch of Vodafone NZ's 3G service. He has also taken the live! portal from a little known adjunct to Vodafone into a fully fledged media channel.



Bonus Offer

The first 20 people to book NOW receive a free gift of Richard Gee's book **New Zealand Sales Management - A Practical approach**, valued at NZ\$69.95



Sales 2006

- Wayne Berry:** Top gun coaching
 - Richard Gee:** Nobody told you you can't
 - Wayne Mansfield:** Selling your soul
 - Pat Armistead:** I flirt therefore I sell
 - Jason Barrel:** Catching the curve ball
 - PLUS:** Case studies
- See www.salesmarketing.org.nz for updates

Cocktails at the end of day one to present accreditation awards

Marketing in Action

Marketing case studies on what is working now for email, branding, and personalisation, as well as the latest in image presentation.

Wayne Mansfield
Email spamming: Devils choice or...?

GEE WIZ: Richard Gee
The world is just waiting for your brand

ACADEMY PUBLISHING:
Editorial success from PR

PRINZ: John Shattock
Helping businesses get their message across

M.R.S: Gregg Wiggin
The changing face of the NZ consumer

NEVILLE NEWCOMBE: Mark Newcombe
The digital revolution has taken another giant step

Andy Dunn
Innovative great design does make the difference

VODAFONE: Tim Nichols
The next generation and how to use it

PLUS much more:
See www.salesmarketing.org.nz for updates

DAY ONE

DAY TWO