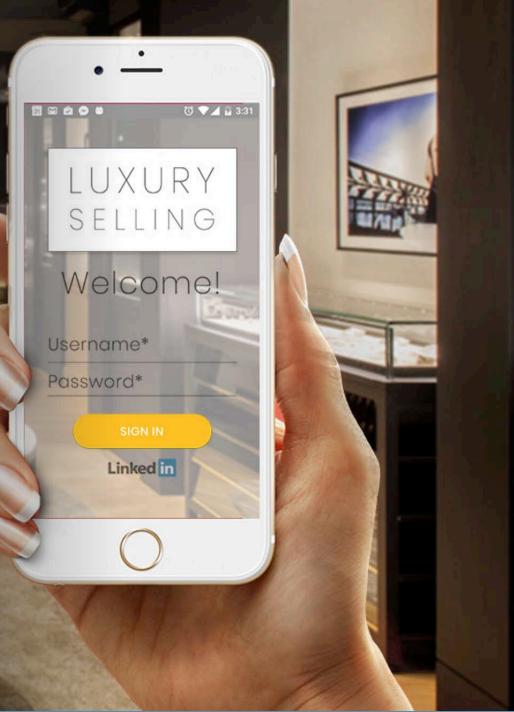




# SIGN UP FOR LS24, AN EXCLUSIVE TRAINING PROGRAM FOR LUXURY PRODUCTS GROUP MEMBERS ONLY, HOSTED BY LUXURY SALES LEGEND AND AUTHOR FRANCIS SRUN.

Register before October 5th by logging into the Member + Vendor Portal.

Cost: \$300 per person



POWERFUL  
CONTENT

BLENDED  
LEARNING

INSIGHTFUL  
VIDEOS

SOCIAL  
INTERACTION

PLAYFUL  
ACTIVITIES

INDIVIDUAL  
FOLLOW-UP



Presented by

## FRANCIS SRUN

Luxury International  
Retail Senior  
Executive,  
published author,  
certified professional  
trainer  
and coach

### GREAT LEARNING



Learn on any device,  
anywhere, anytime.  
Practice immediately



Insightful videos  
Inspiring role-plays  
Short, practical



Thematic texts  
Easy to remember  
Fast, straightforward



Voice comments  
Customized webinars  
Visual discussion



Thematic forum  
Group chats  
Visual discussion



Self-assessment  
Assignments  
Coach interaction



Golden rules  
Quizzes and sorting  
Action plan

### GREAT RESULTS



#### EFFECTIVE

Equivalent to 3  
days seminar  
Individual  
Follow-up  
Create changes



#### EFFICIENT

More time to  
digest training  
Practice  
immediately  
Improve  
competence



#### ECONOMICAL

Equivalent to 3  
days seminar  
Individual  
Follow-up  
Create changes

### GREAT JOURNEY

#### WEEK 1

01. Know what is luxury
02. Know how to be luxury

#### WEEK 2

03. Customer decision  
process
04. Active selling &  
persuasion

#### WEEK 3

05. S1/Be prepared to sell
06. S2/Be able to  
welcome nicely

#### WEEK 4

07. S3/Know how to  
discover customers
08. S4/Be able to present  
effectively

#### WEEK 5

09. S5/Deal with  
objections
10. S6/Be strong and  
close sales

#### WEEK 6

11. S7/Build Loyalty
12. Enjoy the pleasure  
of selling

**LS24** IMPROVE LUXURY SELLING  
TECHNIQUES IN 24 HOURS