

# HOW TO SELL (POST LOCK DOWN MASTERCLASS)



# HOUSE KEEPING & MINDSET



# TODAY'S THEMES

- **THEME 1:** BIGGEST TRENDS IN SALES IN THIS CURRENT MARKET, THE GOOD AND THE BAD
- **THEME 2:** WHAT SHOULD PEOPLE BE FOCUSING ON RIGHT NOW TO DEVELOP NEW BUSINESS
- **THEME 3:** TOP TIPS, ADVICE AND RECOMMENDATIONS FOR PEOPLE

# TODAY'S EXPERTS & GUESTS



# **MIKE WOOTTON** – HOST, MW AGENCY & BUSINESS IN BOARDIES FOUNDER

- **DIGITAL MARKETING, ONLINE BUSINESS SPECIALIST**
- **GUEST LECTURER AT MASSEY UNIVERSITY**
- **LINKEDIN - [HTTPS://WWW.LINKEDIN.COM/IN/MIKE-WOOTTON/](https://www.linkedin.com/in/mike-wootton/)**



# MARY CRAMPTON – MAGNIFY CONSULTING

- HAS SPENT THE MAJORITY OF HER CAREER IN BUSINESS DEVELOPMENT AND SALES
- OWNER OF MAGNIFY CONSULTING – SPECIALISING IN OUTSOURCED SALES AND CONSULTING
- INCREDIBLY KNOWLEDGEABLE AND EXTREMELY HELPFUL
- CONTACT - [HTTPS://WWW.LINKEDIN.COM/IN/MARY-CRAMPTON-73612179/](https://www.linkedin.com/in/mary-crampton-73612179/)



# **KRISTIN HARPER** – HARPER CONSULTANCY/NEISIAN NETWORK

- HAS SPENT THE MAJORITY OF HIS CAREER IN SALES AND BUSINESS DEVELOPMENT
- NATIONAL SALES MANAGER AT CSG NEW ZEALAND
- FOUNDED THE NEISIAN NETWORK, ONE OF THE LARGEST MAORI AND PASIFIKA ONLINE NETWORKING EVENTS IN NEW ZEALAND
- CONTACT - [HTTPS://WWW.LINKEDIN.COM/IN/KRISTIN-HARPER/](https://www.linkedin.com/in/kristin-harper/)



# LINKS AND TOOLS

- LINK TO MARY'S WAR CHEST WEBINAR – RESOURCES AND TOOLS TO HELP YOU DEVELOP BUSINESS IN UNCERTAIN TIMES: [HTTPS://WWW.MAGNIFYCONSULTING.CO.NZ/SALES-WAR-CHEST/](https://www.magnifyconsulting.co.nz/sales-war-chest/)
- LINK TO MARY'S WEBSITE: [HTTPS://WWW.MAGNIFYCONSULTING.CO.NZ](https://www.magnifyconsulting.co.nz)
- KRISTIN'S NEISIAN NETWORK: [HTTPS://WWW.THENESIANNETWORK.COM/](https://www.thenesiannetwork.com/)

