

## Professional Sales Development Program Order Form

### Program 1:

#### Basic Selling Skills

- A look at what the job of a security salesperson should be.
- Know your prospect. Details pertaining to prospects and clients are outlined.
- The sales call. Information and hints on getting the job done.
- How not to lose your clients. Retention of your existing client base is the foundation for success.
- Analyzing the call. A way to improve your performance.

### Program 2:

#### Security Systems Components Overview

- Door/window contacts. How to use them.
- Motion detectors. Passive infrared, microwave and beams.
- Glassbreak detectors. Acoustic and shock detection.
- Control panels. Control devices, operations and field wiring.
- Communication. Digital communication, telephone interface and other monitoring methods.

### Registration Information

Mr.

Mrs.

Ms.

Please check here if you do not wish to have your name published for promotional purposes.

First name \_\_\_\_\_ Last name \_\_\_\_\_

Job title \_\_\_\_\_

Company name \_\_\_\_\_

Business street address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_

Postal code \_\_\_\_\_ Business telephone number \_\_\_\_\_

### Payment Information (Payment must accompany order form)

	Member Price	Non-member Price
<b>Program 1: Basic Selling Skills</b>	<input type="checkbox"/> \$119	<input type="checkbox"/> \$218
<b>Program 2: Security Systems Components Overview</b>	<input type="checkbox"/> \$119	<input type="checkbox"/> \$218

Cheque (payable to "Canadian Security Association")

Visa

MasterCard

American Express

Card number: \_\_\_\_\_

Expiry date: \_\_\_\_\_

Cardholder name: \_\_\_\_\_

Signature: \_\_\_\_\_

(Signature not required if submitting electronically)

ALL SALES ARE FINAL

**I authorize the Canadian Security Association to charge my credit card for the amount indicated above.**

#### PAYMENT DUE

COURSE PRICE

INSERT PROVINCIAL TAX 1\*

SUBTOTAL

INSERT PROVINCIAL TAX 2\*  
(if applicable)

TOTAL

#### \* PROVINCIAL TAXES

AB 5% GST	NL 13% HST	SK 5% GST
BC 12% HST	NS 15% HST	QC 5% GST
MB 5% GST	ON 13% HST	+ 7.5% QST
NB 13% HST	PE 5% GST	



**CANASA**

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