

# SALES MINDSET REIMAGINED SERIES

**STOP PUSHING. START CONNECTING. LET PEOPLE BUY.**

Hosted by Savvas Leondas – Human Behavioural Specialist



Savvas brings decades of experience in behavioural psychology and business development. His engaging and thought-provoking style challenges the way professionals think, sell, and connect — helping them create genuine, lasting results.

Great salespeople don't sell — they create the space for people to want to buy from them. Over 12 dynamic one-hour webinars, Savvas Leondas delivers powerful, practical sessions focused on real-world sales mastery. Each week you'll uncover **nuggets of wisdom** — **proven tips, tools, and behavioural insights** — to help you *understand your clients better, influence ethically, and let people buy with confidence.*

- 🎯 Fresh insights on how human behaviour drives buying decisions
- 🎯 Simple and powerful ways to influence trust and credibility
- 🎯 Practical frameworks you can apply immediately in client conversations
- 🎯 Practical, actionable strategies you can apply immediately
- 🎯 Tools to build trust, credibility, and long-term relationships

## TESTEMONIALS

"I've seen significant sales growth and consistent new customers acquisition through regular day to day conversations when it feels like I'm not even trying to sell to them!"

"Refreshing, Practical, Insightful, Focused"

"I sell much more naturally, it doesn't feel like 'work' anymore"



**A transformational sales program designed to reinvent the way you do business**



## SPOTS ARE LIMITED

Places are strictly limited to 12 participants for an intimate, interactive and high impact experience.

# SALES MINDSET REIMAGINED 2026 Program

Unlock Your Sales Potential  
Expand Customer Awareness  
Take 'Selling' to the Next Level



**Dates:** 30 March - 29 June 2026

**Time:** 1:00PM - 2:00PM

 Online via webinar



SESSION	TOPIC	DATE
1	Your <i>Natural</i> Sales Mindset	30 March 2026
2	Customer Lifetime Value	13 April 2026
3	Powerful Meetings	20 April 2026
4	Discover their 'Why'!	27 April 2026
5	Getting to 'YES'	4 May 2026
6	Dealing with Customers that say 'NO'	11 May 2026
7	Power of Advocacy	18 May 2026
8	Understanding Buyer's Buying Styles	25 May 2026
9	The Complex Sale: Multi-Stakeholder Engagement	1 June 2026
10	Presenting <i>and</i> Engaging	15 June 2026
11	Authentic Negotiation - Create Mutual Value	22 June 2026
12	Partnerships for Growth	29 June 2026

## INVESTMENT OPTIONS

\$60 + GST per session - pay as you go

6 sessions — \$310 + GST (paid upfront)

12 sessions — \$650 + GST (paid upfront)

Each subscription includes 2 guest passes per session, so you can share the experience with colleagues or clients.

Sharpen your sales skills with this expert-led daytime webinar designed to fit your workday.

**BOOK NOW** 

Get out of the way, let people buy and watch your results grow!

