

Registration for the October 17, 2010

AMTA NJ Chapter

“Growing your Massage Practice”

Practical sales strategies that really work!

Presented by Adam Radzik

Includes Hot Buffet Lunch and FREE Membership Meeting

Quality Inn, 815 Route 37 West, Toms River, NJ 08755

Class: 9:30 AM-12:30 PM Lunch: 12:30 PM –1:30 PM

Free Membership Meeting 1:30 – 3:00 PM

Registration from 8:30 AM to 9:30 AM

FEE: (3 CE's/3 contact hours and hot buffet lunch included.) \$ 50.00

Guests (non-AMTA members) \$ 65.00

Early Registration BEFORE October 8, 2010.

Registrations received after October 9, 2010, add an additional \$10.00.

PLEASE PRINT CLEARLY

Name: _____

E-Mail: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

AMTA Member # _____

Telephone: _____

Credit Card # _____ VISA MasterCard

Expiration date: _____

MAKE CHECKS PAYABLE TO AMTA NJ.

MAIL TO: AMTA NJ, P.O. Box 4559, Toms River, NJ 08754

CALL: (973) 376-5151

All registrations are non-refundable. If cancellation is in writing at least 14 days prior to the event, your entire registration can be applied to a future event. \$30.00 returned check fee.

Location: Quality Inn (732) 341-2400 815 Route 37 West, Toms River, NJ 08755

For directions, go to: <http://www.qualityinntr.com/directions-quality-inn-toms-river-nj.htm>

“Growing your Massage Practice” by Adam Radzik

The solution is to take a fresh look at your situation and develop improved methodologies and strategies.

*Improving selling skills *Positioning of the service or product more effectively in the marketplace

*Identifying genuine strengths that the company has that should be brought to light *Honing in on the company's competitive edges *Revising the advertising program *Upgrading the website

*Rethinking the target markets *Strengthening customer service *Devoting far more attention to existing customers *Capitalizing on new opportunities in the marketplace *Evaluating customer satisfaction

*Identifying lost opportunities and the reason for their occurrence *Focusing on the activities and the approach of the competition *Taking steps to put the company in a leadership position

Adam Radzik is a nationally recognized consultant who has specialized in advising companies on sales, marketing and strategic planning since 1979. Adam's practical and insightful counsel has helped dozens of companies in their quest for greater success and prosperity.

Our Membership Meeting will follow lunch at 1:30. Make sure to stay for the meeting to receive up-to-date information regarding Licensing.