

## Coming in October: Milton Paris, Getting Ahead in Business

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Wednesday October 26, 2011 @ 1pm ET**

**Free to Attend! [Register Today.](#)**

Our calendar of events is expanding to bring you more expert advice from the leaders in the coaching industry. It's free to listen into these calls.

[Register to make sure you reserve your spot.](#)

**On Wednesday October 26, 2011 @ 1pm ET and 10:00am PT  
you will meet Milton Paris**

**"Non-Threatening Sales Techniques"**

Milton Paris will be sharing his experience and insight with us on how to build your client base in a non-threatening way.

### **Key points you will learn from Milton:**

#### **1. Motivate Yourself**

Changing attitudes is not a simple process. It involves the formation of new habits which can take days, weeks, months and even years before they become an integral part of our lives. This task is not easy, but it can be done.

#### **The process of change can be broken into three parts:**

**Understand that attitudes are habits of thought** that give you some degree of internal satisfaction.

**Analyze the habit as honestly as possible** to learn what kind of satisfaction it gives you.

**Remember that the mind does not work in a vacuum** – you simply can't erase a habit and leave an empty space; therefore you must replace the old habit with a new, more effective habit, that offers you greater satisfaction.

**2. How a coach can promote their services** in a non-threatening way. Want to close more sales? Listen more closely! Have you ever had a course in listening skills?

#### **3. Tools to reach new clients**

Make a target list of 25 potential clients

#### **4. Networking that works**

Plan for the month all networking events you will be attending

#### **About Milton Paris:**

Milton Paris, President of Getting Ahead in Business is a Management Coach, Business Development, Sales and Marketing Consultant who brings a wealth of experience to the table as a result of building businesses for the past 40 years. He has coached/consulted CEO's, Presidents, entrepreneurs and start-up businesses.

Getting Ahead in Business, founded by Milton J. Paris, works closely with individuals, small and mid-sized companies, providing insight and training on how to improve their process and increase competitiveness and sales. With a client base of over 60 distinct industries, Getting Ahead in Business helps you not only survive, but thrive in the current economy. Milton is a problem solver whose motto has always been "Nothing is Impossible"

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