



**ROBBIE
ROBERTTS**

"Lessons from a SA sales legend"

The average number of cars sold by a sales person in South Africa is around 4 per month, Robbie has averaged 35 cars monthly..... for the past 33 years!

His inspiration is the sales legend Joe Girard (Joe has been recognised in the Guinness book of world records as the world's greatest retail sales person).

Robbie is on track to exceed Joe Girard's sales figures in 2019 for the total number of new cars sold (Joe's total is 13001 cars).

He has received Ford South Africa's Chairman's award for 20 consecutive years.

This is a once in a lifetime opportunity to hear Robbie's amazing story.

What you will learn during his interview with Mark Keating...

- ▶ Why Robbie sets huge sales goals and how he constantly delivers on them
- ▶ Smashing your sales target, even in tough economic times
- ▶ How he dealt with massive changes during his career
- ▶ The magic formula of 3 x 3 x 3 x 1 to boost sales
- ▶ Robbie's time management secrets and his daily structure
- ▶ The art of Robbie's sales approach
- ▶ How Robbie builds trust and loyalty
- ▶ The system he developed for on-going repeat business
- ▶ His amazing referral system that can work in any industry
- ▶ His best success advice for anyone selling anything

**& JOEY
EVANS**



"From paraplegic to Dakar rally finisher"

Joey had a dream to race his motorbike in the Dakar Rally. A race widely known as the longest, toughest and most dangerous off-road race in the world, that has claimed the lives of 70 people over its 39 year history.

His dream was shattered in 2007, when during a local race in South Africa he was hit by another biker and he broke his back, crushing his spinal cord leaving him completely paralyzed from just below his chest. He was given a 10% chance to ever walk again. Joey was still determined to chase his Dakar dream and used this diagnosis to fuel his motivation to recover.

It took him nearly 10 years, with many more challenges, successes and lessons learnt along the way, until on the 2nd of January 2017, Joey stood as a competitor on the start of the Dakar Rally in Asuncion, Paraguay.

Qualifying to race the Dakar Rally was an incredible achievement in itself, but the unbelievable events that followed during those next 9000km across South America tested him beyond what he could have ever imagined. An unforeseen and catastrophic twist in the plot created a final chapter you simply couldn't make up!

Joey shares...

- ▶ A message of determination in the face of insurmountable odds.
- ▶ A true to life struggle of chasing a dream while not only overcoming physical disabilities but also living in the real world with its daily pressures and challenges.
- ▶ His presentation will leave you with a new perspective on your own challenges and the renewed drive to chase your own goals and dreams

**ONLY
R1199**

Excluding VAT per seat

BOOK NOW!
Limited Seats

13 : JOHANNESBURG
Feb The Barnyard Theatre, Rivonia

14 : DURBAN
Feb The Gateway Hotel, Umhlanga

15 : CAPE TOWN
Feb The Barnyard Theatre, Willow Bridge Centre
(Tygervalley)

DISCOUNTS

For bookings made before **16 NOVEMBER 2018** **10%**
For 5 seats or more **5%**

Time: (JHB & CT) 09h00 to 12h30, (DBN) 08h15 to 11h45
Registration starts at 07h30