

# orvia<sup>®</sup> The Glasshouse Series

## - for businesses aspiring to grow

Orvia Group introduces **The Glasshouse Series** in the Autumn of 2011 which consists of 3 master classes. These master classes can be attended on their own or as part of a full three day package.

Each day is £500 (incl of VAT) and a 10% discount is available for booking all 3 courses totalling £1350.

There is match funding available up to a total of £1000 meaning each course would cost you £250. This is available for businesses with growth potential.

We also have additional match funding at our disposal which is available for non growth companies.

## Master classes

### **Strategic Planning to increase sales and retain customers**

**16<sup>th</sup> Sep 2011– Ribby Hall Hotel,**

**Delivered by Geoff Reeves**

This high impact master class will provide you with a full understanding of how to embrace new marketing techniques to maximise your sales potential. You will also learn how to create long term profitable relationships and understand what drives people to buy and the importance of communication and negotiation in the selling process.

### **How to Motivate Yourself and Engage Your Staff and Customers to Increase Productivity**

**30<sup>th</sup> Sep 2011, Ribby Hall Hotel**

**Delivered by Geoff Reeves**

This highly effective master class will allow you to develop greater understanding and awareness of yourself, your team and your customers. We will help you to create a supportive culture where you can use all the skills available at your team's disposal to succeed and create an environment where winning just happens.

### **Managing Change – Adapting to the Current Market Conditions**

**14<sup>th</sup> Oct 2011, Ribby Hall Hotel**

**Delivered by Gyles Denn**

Within this interactive master class you will be able to learn, understand and develop tools and techniques to successfully implement change within your business. We will look at where you are now, where you want to be and how this can be achieved positively through enhanced performance.

All master classes are a full day and include lunch, snacks and refreshments and are held in the award-winning Ribby Hall Village conference and training venue located between Preston and Blackpool.

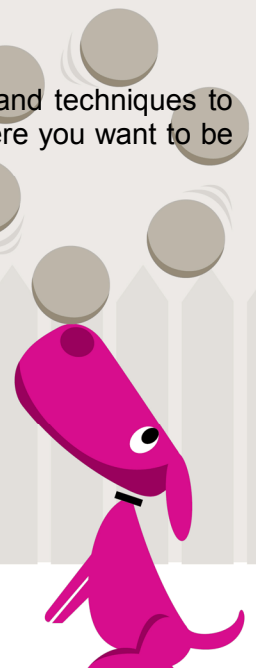
To book your place:

E-mail: [Saesela.razvi@orvia.co.uk](mailto:Saesela.razvi@orvia.co.uk)

Telephone: 01772 42 22 42

Website: [www.orvia.co.uk](http://www.orvia.co.uk)

**Skills Training Programme**



**orvia<sup>®</sup>**

*Your best friend in business™*