

Local Enterprise Office Wicklow

Grow Your Business Open Day

Venue: Wicklow County Campus, Rathnew, Co. Wicklow
Date: Wednesday 11th March 2015
Time: 10am – 3pm
Suitable for: New and existing businesses based in Co. Wicklow
Admission: FREE OF CHARGE (all events on the day!)

Plenty of
FREE
Parking

Exhibition Area: 10am – 3pm

Over 20 Exhibitors will have a stand to answer your business questions:

Wicklow County Council Departments: Planning / Environment / Rates / Procurement / Signage

- Local Enterprise Office Wicklow
- Co. Wicklow Chambers of Commerce
- Bray Community Enterprise
- Enterprise Ireland
- Wicklow & Arklow Enterprise Centres
- Institute of Technology Carlow
- MicroFinance Ireland
- County Wicklow Partnership
- AIB / Bank of Ireland / Ulster Bank
- Wicklow County Tourism
- Kildare Wicklow Education Training Board
- Revenue Commissioners
- Skillnets
- Intreo

Seminar Room

The Seminar Room offers business owners access to high quality sales seminars.

10:30am - 11:30am: 'The Secret to Successful Online Trading'

Guest Speaker: Noel Davidson, QED Training Ltd



2pm - 3pm: 'How to Generate and Close Sales'

Guest Speaker: Terry Harmer, NLC Training



Mentor Room

If you have any specific business questions, you can avail of the business expertise of one of our mentors during the free 30 minute business advice clinics.

PLEASE NOTE: Attendance at the Seminars and Mentor Appointments will be allocated STRICTLY on a first-come, first-served basis. Booking prior to the day is NOT possible. Bookings will be taken at the Registration Desk on the day, from 10am. To be sure of your place at a seminar, or with a mentor, you are advised to arrive early.



Oifig Fiontair Áitiúil

Local Enterprise Office

Seminar Room

Seminar 1: 'The Secret to Successful Online Trading'

Learn the tricks to developing a mobile friendly website that is easy to update, and develop an e-commerce element to start selling online. Learn the benefits of selling online with no geographical boundaries, increase your customer base, and gain a competitive advantage. It is often said that there is no recession online and this seminar will show you how to “make money while you sleep”.

Noel Davidson leads a training team that designs and delivers practical and highly engaging materials for entrepreneurs and leaders of SMEs. He specialises in training and mentoring SME business owners/managers on how to develop and strengthen their business strategies in a creative and cost effective way and the use of social media for business marketing.

Seminar 2: 'How to Generate and Close Sales'

Find out how to develop your sales process by identifying your customers and establishing an effective method of approach. This seminar will also touch on how to ask your clients questions, highlighting the features and benefits of your product, overcoming objections and closing the sale.

Terry Harmer is a Member of the Institute of Training & Development (MIITD), a Fellow of the Sales Institute of Ireland (FSII), a Member of the Marketing Institute of Ireland (MMII) and a Licensed Practitioner of NLP (NLP Prac.). Terry specialises in sales training and mentoring for SMEs.

Map & Information

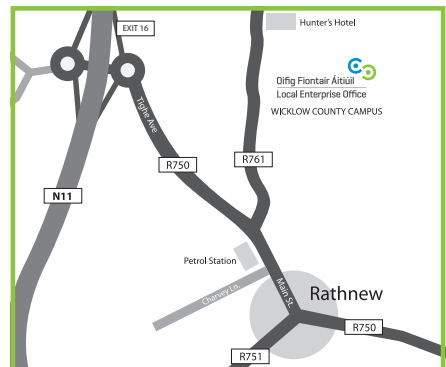
For more information contact:

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Web: www.localenterprise.ie/wicklow



Clair Chéití Struchtúracha agus
Infheistíochta AE na hÉireann
2014-2020

Cómhaoineitha ag Bialtas na hÉireann
agus ag an Aontas Eorpach



European Union
European Regional
Development Fund



Oifig Fiontair Áitiúil Cill Mhantáin

Local Enterprise Office Wicklow