

SALESSUMMIT

Boost your sales



Agenda – 4 June 2026 The Maslow Hotel, Sandton

08:30	Arrival / Registration
09:00	Welcome
09:10	The mindset of a high-performing salesperson Larry Hodes – Entrepreneur, Business Coach, Leadership Facilitator
09:50	The trust gap: why your sales skills mean nothing without authority Darryl Conley-White – Founder: Market Magnet
10:20	Smart selling Mike Saunders – Digitlab
10:50	Cold e-mail as sales tactic Hopewell Mkhize
11:15	Coffee / Tea Break
11:35	Consultative selling: Selling solutions, not products Ray Patterson
12:10	Why buyers ghost you after your proposal Jacques de Villiers
12:45	Mastering the art of connection: Essential soft skills for sales success Mookho Mhlayivana – Sales Trainer
13:15	Lunch
14:00	How to craft compelling Value Proposition to touch the heart of the customer Winston Nolan - Senior Sales Architect – LRMG Sales Optimisation
14:50	Authentic selling - Selling with clarity, integrity and purpose Gary Tintinger – The Sales Institute
15:30	Below your Iceberg: Breaking through the barriers to sales success Vraja Kishori - Certified Life Coach
16:00	Closing Remarks / Departure

*Please note: We reserve the right to make changes to the programme and line-up without prior notice.
Registered delegates will receive a printed copy of the detailed final programme
at registration at the venue.*

Organiser: CADEK Media – Tel: 021 854 4700 – Contact: Chris de Klerk – info@cadek.co.za