

Sales Skills Coach Recommends New Approaches to Successful Selling

Management and Marketing Consultant Milton Paris will help motivate business professionals to begin building new methods of selling in 2019.

PERTH AMBOY, NEW JERSEY , UNITED STATES OF AMERICA, January 8, 2019 /EINPresswire.com/ -- The [City of Perth Amboy](#) and its Business Improvement District (BID) are hosting a business networking event and a program about new methods for selling products and services in 2019. The program for local businesses is titled Building New Ways of Selling in 2019 and the content will be presented by Sales Skills Coach, Management and Marketing Consultant, Motivational Speaker and Radio Host Milton Paris. During the BID's networking session, each business professional will have the opportunity to present an "elevator pitch" about their company.



Local companies and business professionals can get a jump start on achieving their sales goals for 2019 by attending the Perth Amboy Business Improvement District's (BID) networking event and program on January 10th.

The BID's Business Skills Program and Networking evening will be held on Thursday, January 10th, beginning at 6 PM in The Barge Restaurant. The Barge is located at 201 Front Street, which is just across the street from Perth Amboy's beautiful waterfront. The cost is \$20 a person which includes a seafood buffet dinner, the Mr. Paris' program, networking opportunities and a \$5 coupon from The Barge.

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The three most important traits for successful selling are tenacity, chutzpah and listening. Business professionals need to practice these skills daily until they become habits.”

*Milton Paris, President,
Getting Ahead in Business*

Space is limited, so register online today at the BID's Eventbrite page (<https://www.eventbrite.com/e/getting-ahead-in-business-meet-n-greet-networking-tickets-54378824528>), contact the BID office at 732-442-6421 or email Executive Manager Junel Hutchinson (jhutchinson@perthamboynj.org). Be sure to bring plenty of business cards to share during the business networking part of the evening.

Mr. Paris, president and founder of [Getting Ahead in Business](#), will present new sales methods that business professionals can immediately use to kick their 2019 selling programs into high gear. He will also explain why – tenacity, chutzpah and listening – are three most important traits for successful selling and how business pros need to practice these abilities until they become habits.

Mr. Paris will also discuss his proven Piggyback Approach to Networking. He will explain how the Piggyback method strengthens business executives' networks by generating referrals for their associates and colleagues.

Create Great Elevator Message

Mr. Paris will also:

- Offer tips on creating an effective elevator message -
- Present the concept of 24/7 networking as a way to boost sales in 2019
- Help develop a "Nothing is Impossible with a Positive Attitude" approach to selling

In addition to helping businesses, Mr. Paris hosts the Getting Ahead in Business program each Wednesday evening from 6 to 7 pm on 1450 WCTC-AM. His book is titled "Two Hundred and Fifty Statements and Thoughts to Live By in Sales." He also writes a column called "Getting Ahead" for the Gannett Company.

Keep up with BID's 2019 Activities by Visiting Its Facebook Page

For regular updates about the programs and events the Perth Amboy BID will present in 2019, visit the BID's Facebook page. To get a complete overview of the business development programs available from the BID, including façade grants, contact Executive Manager Junel Hutchinson at 732-826-0290, ext. 4048, or by email: JHutchinson@perthamboynj.org. Local business and property owners can also ask about joining the BID's board of directors.

About the Perth Amboy BID

The Perth Amboy BID serves local businesses, property owners, the community and visitors by scheduling and presenting a year-long schedule of special events. The programs include business seminars, skill-building programs for employees, and such festivals as the Taste of Perth Amboy. The BID also provides façade grants to small businesses that make permanent improvements to their storefronts or buildings. In addition, the organization helps maintain and enhance the City's streetscapes by installing information kiosks, planters and directional signs as well as seasonal decorations.

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