

GUEST LECTURE

by
MUNYA DUVERA
CEO Duvera Group

TOPIC:


SELLING TO CONVINCE YOUR CUSTOMERS TO BUY



BOOST your business IQ
with **INSIGHTS** from a
SEASONED MANAGEMENT CONSULTANT

This workshop will touch on:

- » Methods of how to convert potential customers into buying customers.
- » How to identify your customer
- » Which methods are best to approach a new customer
- » The sales funnel
- » Cold calling
- » Outdated marketing practices

 Date | 28 July 2017

 Time | 10:00 - 12:00

 RSVP | info@riversandshub.co.za
www.riversandshub.co.za/events

Who should attend? Any entrepreneur interested in sharpening their sales skills.

Munya Duvera is a management consultant and runs his own business consulting firm called Duvera Elgroup Management Consultancy which is based in Johannesburg. He advises and consults businesses on management matters in order to bring efficiency and to increase their bottom line. Munya has been an entrepreneur for ten years since 2007 at the age of 21. His knowledge and understanding of business is not only theoretical but is backed up by ten years of entrepreneurship which he is able to impart to other entrepreneurs.

Outside of running his own business Munya enjoys writing about business and in that regard he freelances for publications in South Africa. He is currently contracted with Moneyweb and The Citizen Newspaper. He has a business advice column that is published every Thursday in the Citizen Newspaper. He has been writing the column for over two years.

Prior to writing for Moneyweb and The Citizen Munya did similar freelance work for the Ilanga newspaper in Durban.