



Public Course Booking Form – Hong Kong

Date	Events	Location	Language	Speaker	(✓)	Fees
24-25 Oct 11	Strategic Selling®	HK	English	Guy Fraser		HK \$13,000
17-18 Nov 11	Strategic Selling®	Beijing	Mandarin	Grace Zhang		
1-2 Dec 11	Large Account Management Process®	HK	English	Guy Fraser		

5% discount on the course fee for 2 or more delegated from the same company attending the same course.

Name _____ **Position** _____

Company _____

Postal Address (to which documents should be forwarded)

Authorised
Name: _____ **Business Title:** _____

How many Sales People are there in your organisation? _____

How did you hear about Miller Heiman?

Tel _____ **Fax** _____ **E-mail** _____

Certification
 I hereby certify that the information supplied in this registration is true and correct, to the best of my knowledge. I certify that I have read and agree to abide by the training programme's conditions of attendance.

Signature _____ **Date** _____

Book now by faxing this form to (852) 2817 9159. Bookings are provisional until payment is received.

Venue
 To be advised and run from 9:00am to 5:30pm.

Payment
 Cheques in HK Dollars or Telegraphic Transfer should be made payable to "MDS – Miller Heiman Sales Training":

Our bank details:
 The Hongkong and Shanghai Banking Corporation Ltd.

Bank A/C No. 400-792263-838
 Swift Code: HSBCHKHCHKH

Cancellation and Postponement
 Cancellations made in writing more than 2 weeks before the start of the programme are eligible for a refund of 75% of the programme fees. Cancellations made in writing with less than 2 weeks' notice will be eligible for a 50% refund.

Participants who wish to postpone their attendance will be charged additional fees as follows:
 (1) More than 2 weeks before the programme: 10% of the programme fees
 (2) Less than 2 weeks but more than 1 week: 20% of the programme fees
 (3) Less than 1 week: 25% of the programme fees

Management Development Services Ltd. reserves the right to postpone a programme for any reason. MDS Hong Kong will confirm courses two weeks prior to commencement.

Absence
 Absence (for whatever reason, including sickness) during any part of the programme will disqualify participants from joining the rest of the programme and they will not receive their accreditation. If participants then wish to register for the next programme 100% programme fees will be payable.

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