

Would you like a career developing the sales and marketing results of more than one company at a time, spearheading a comprehensive team of integrated business improvement specialists, where you get paid exactly what you're worth?

- ✓ Unlimited six figure earning potential
- ✓ Create a passive income stream
- ✓ Create saleable equity
- ✓ Autonomy within a meritocracy

At Edensilk, results make the difference. Do you have the capacity and determination to make that difference for your clients, and be rewarded accordingly?

The opportunity

No matter how good you are, a traditional 'employer' will always take the lion's share of the income and profit you generate, so if you're really as good as you think you are, why don't you become self-employed?

Maybe it's because you think self-employment would involve a large initial capital outlay, too much accounting and administration, or too many overheads?

We can offer you all the benefits of self-employment without the headaches, so put those concerns to rest for a minute.

Or maybe it's because you think self-employment would involve:

- ✓ putting your reputation on the line?
- ✓ an uneven income stream?
- ✓ unpredictable hours?
- ✓ only getting paid if you make a difference?
- ✓ lots of variety?
- ✓ responsibility for getting results?
- ✓ always dealing with unfamiliar circumstances?
- ✓ handling more than one team of people simultaneously?
- ✓ thinking on your feet all the time?
- ✓ showing the way when others have given up?
- ✓ helping people to believe and learn to perform like you do?

As a consultant with our firm you will not only experience all of the above - you will enjoy it - together with the financial rewards that are only due to those who genuinely make a difference for clients.

By now I know I've scared off most of those who "would be if they could be".

The best sales people are 'commission only', and for the same reasons the best sales and marketing managers would want to be 'self-employed'; but good sales and marketing people are not usually well suited to the administrative obligations of self-employment. At Edensilk, we have engineered the perfect solution, so you can 'have your cake and eat it'.

Whether or not you want to be self-employed with us, or employed by us, we need people who can really walk their own talk.

But even that's not enough. We need people who can also train their clients to achieve peak performance in regard to marketing, sales, and business management.

If you can sell, but you can't cause others to sell, then please don't call. Stick to selling, not management or consulting.

To be of interest to us you are already an accomplished sales performer and sales manager. Maybe you've run your own business at some stage in your life as well? Maybe you've been a consultant before and got frustrated or disillusioned by words that never translated into action? Maybe you've looked at those 'business coaching' franchises and wondered why anyone would pay for a job that they are already supposed to know how to do? Now you've achieved all you can with your current employer; and you want new challenges.

Why take another job when at Edensilk you could be working on 5 or 10 businesses at the same time, really making a difference with your already proven expertise.

- ✓ If the prospect of such variety excites you,
- ✓ if you love a serious challenge and are prepared to put your own income on the line to prove it can be done,
- ✓ if you can be strategic and practical at the same time,
- ✓ if you need autonomy but are also invigorated by teamwork,
- ✓ if you genuinely like helping others to succeed, even to surpass your own levels of achievement ...

... then you need a business model that will afford you these opportunities without having to set up all the infrastructure just for yourself.

Edensilk already has the infrastructure, and we need more people like you. Perth businesses need more people like you.

At Edensilk your financial rewards are limited only by your abilities and ambition. And the lion's share of the income will always go to those who generate it.

So how good are you ... really?

Appointed consultants (we call them Associates) will identify and secure new clients, and continue to service them indefinitely with their own expertise and that of their colleagues.

Our unique organisation enables Associates to create passive income streams and equity, so this is in fact a business opportunity without capital outlay, overheads or administrative hassles. You can even be an employee if you prefer, and still enjoy these benefits.

Find out more about us at www.edensilk.com.au

And if you are interested to join us, be aware that we appoint top producers, not backgrounds, so **DO NOT** send me your CV.

To be considered, telephone me initially, Paul Curtis, on **08 9271 7661** or **04 1292 1292** and sell me on why we should meet.

The company

We form strategic and operational partnerships with our clients to understand what is needed to improve their growth and profitability. Then we apply our combined knowledge and experience to their situation to achieve highly successful human capital solutions.

Due to successful consolidation in 2003/04 we are now poised for further growth, and seek an additional consultant to expand our specialisation in sales and marketing services to SME's and/or large employers.

Edensilk has a small but growing team, based in Perth, with nationwide ambitions.

Because we aim (among other things) to be positioned as the number one specialist business development consultancy in Australia, we expect our consultants to be 'the best of the best'.

Edensilk provides a comprehensive range of the most effective sales and marketing programmes to increase revenues and improve customer service.

For more information about our company visit www.edensilk.com.au

The opportunity again

As a key contributor to our energetic and successful business, yours will be a highly focused yet varied role.

Working with and alongside other industry professionals in our team, you will learn and grow personally and professionally as you create a presence in the Perth market for yourself.

Your primary aim in the first 12 months will be to utilise your exceptional sales and business development skills to source and consolidate your own client portfolio. Therefore you must be personally willing and able to prospect for new business, complete a multi-faceted solution sales process, and deliver solutions to your clients.

You will have the autonomy to take ownership of your career in a progressive and rewarding environment like no other. Full one-on-one training/mentoring and total team support will also be available as needed to ensure you assimilate into our culture of results and become even more successful yourself. As a result you will enjoy uncapped earning potential limited only by your own aspirations and ingenuity.

The ideal candidate

In addition to the specifics mentioned so far, all Edensilk consultants demonstrate most, if not all, of the following:

- ✓ High level of business acumen
- ✓ Proven ability to sell service solutions
- ✓ Excellent written and verbal English communication skills
- ✓ Well developed interpersonal skills, including great telephone manner and personal presence
- ✓ Ability to source, negotiate, retain and develop key accounts
- ✓ Plenty of drive, ambition and energy
- ✓ Enjoys developing new business while maintaining consistently high service levels for existing clients
- ✓ Integrity, with ethical and values based behaviour
- ✓ Desire and ability to make things happen
- ✓ Passion for personal development and continuous business improvement
- ✓ Superior administrative, PC software and keyboard skills (ideally able to touch type)
- ✓ Self starter, combining initiative and sound commercial judgment with implementation follow-through
- ✓ Owns a late model vehicle
- ✓ Loves selling, is results driven, and can be flexible with working hours
- ✓ Excellent time management and multi-tasking capabilities
- ✓ Able to oscillate between strategic and operational considerations and actions with equal enthusiasm and ability
- ✓ Positive attitude with sense of humour
- ✓ Committed to teamwork and synergistic group participation
- ✓ Smart, well educated professional
- ✓ Versatile, with creative problem solving abilities
- ✓ Persuasive in every medium
- ✓ Persistence fired by an unquenchable desire to succeed

The process

To become a valued consultant within the Edensilk team you will have to prove to me you are hungry and keen for a new challenge.

Your excellent track record in sales and business development, along with your exceptionally persuasive communication skills, and your time management abilities, will trigger my initial interest.

Then, if you can sell me on why we should meet, the process will begin.

The benefits

On offer for the successful candidate will be:

- ✓ Extensive ongoing training
- ✓ Massive career growth potential (breadth and/or depth)
- ✓ Realistic and uncapped six figure commissionable earnings
- ✓ Challenge, freedom and autonomy
- ✓ Option to sell other related business development services
- ✓ Comfortable and easily accessible offices with meeting room facilities

If you are ready to join a team of consultants that are setting new standards in Perth, impress me today!

But DO NOT send me your CV just yet. First telephone me, **Paul Curtis**, Director and founder of Edensilk, on **08 9271 7661** or **04 1292 1292** to persuade me that you are a person we should meet.