

**Public Course Booking Form – 2012**

Date	Events	Location	Language	Speaker	✓	Fees
23-24 Feb	Strategic Selling®	Hong Kong	English	Guy Fraser		HK \$13,000
22-23 Mar	LAMP®	Hong Kong	English	Guy Fraser		
19-20 Apr	Conceptual Selling®	Beijing	English	Guy Fraser		
24-25 May	New Conceptual Selling®	Hong Kong	English	Guy Fraser		
28-29 Jun	LAMP®	Hong Kong	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.

**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.

**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.

**Payment:**  
 Invoice will be sent once your enrollment is confirmed. Payment instructions will be stated on the invoice.

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

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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.

**Management Development Services Ltd.**  
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