



DeakonTM

Deakon Pty Ltd.
Level 23 HWT Tower, 40 City Road
Southgate, Victoria 3006
Australia

Telephone +61 3 9674 7122
Facsimile +61 3 9372 8355
Website www.deakon.com.au

ABN # 52 367 906 730
ACN # 115 246 967

Recruitment Services & Sales Training Workshop (Melbourne)

STEP 1 Fill in Your Company's General Contact Details

Company Name

Street Address

Suburb

State Post Code

Mailing Address

STEP 2 Provide a Central Contact Person for Administrative Purposes

Salutation Mr Ms Mrs Miss Other

Given Name(s)

Surname

Job Title

Telephone

Facsimile

Mobile

Email Address

Office Use Only

Date Received / / Payment Approved Delegates

Course Code B 2 B S 3 0 A - B 2 B S 3 0 A

Location Melbourne Sydney Brisbane

Start / / Confirmed Waitlisted

STEP 3

Choose Your Preferred Workshop, Starting Date, Time & Location

Fear- The Art of Selling® (Melbourne Course)



Start / End Date	Location	Times	Course	Status
07.03.13 - 16.05.13	Melbourne	13.00 - 16.30	Units 1 - 8	Available

-
-
-
-

STEP 4

Add Contact Details for Each Participant Attending the Workshop

Given Name(s)

Surname

Job Title

Email Address

Mobile required for SMS reminders

Given Name(s)

Surname

Job Title

Email Address

Mobile required for SMS reminders

Given Name(s)

Surname

Job Title

Email Address

Mobile required for SMS reminders

Given Name(s)

Surname

Job Title

Email Address

Mobile required for SMS reminders

Given Name(s)

Surname

Job Title

Email Address

Mobile required for SMS reminders

Note: If additional participants are attending the workshop, please make copies of this sheet and attach.

Terms & Conditions (Part A - Recruitment Services)**1.0 Recruitment Services**

"myfirstsalesjob ®" is a business trading name and trademark of Deakon Pty Ltd., Australian Company Number 115 246 967.

These terms and conditions are deemed to be accepted by a Client registering a vacancy with Deakon Pty Ltd. (hereinafter called "Deakon"), or as soon as a Client interviews or offers employment to a candidate, and can only be varied by an authorised representative of Deakon.

2.0 Fees and Charges

Fees apply to the assessment, placement and training (including 8 x 1/2 days of professional sales training) per candidate, at an upfront fee of \$12,865.00 Ex GST. The full fee will be charged and is payable for any candidate directly or indirectly introduced by Deakon and subsequently employed in any capacity whatsoever within 12 months of the date of introduction.

In the event that a candidate originally introduced by Deakon is subsequently appointed in response to a Client's advertisement or via an introduction by another organisation, then this does not nullify the original introduction by Deakon. The Client agrees to notify Deakon within one working day of an offer of employment being made to a candidate introduced directly or indirectly by Deakon.

A credit card surcharge of 2.5% applies for payments made by VISA or MasterCard and 3% for AMEX.

3.0 Payment Terms

No charge will be made unless an applicant introduced by Deakon joins or works for or on behalf of the client.

All fees become due on the date that the candidate commences employment with the Client. These terms apply regardless of whether the candidate fills the vacancy in respect of which he/she was introduced or another vacancy.

Payment shall be within seven (7) days of presentation of an invoice by Deakon to the Client. Deakon reserves the right to charge interest at the rate of 2% per calendar month on all amounts outstanding at the expiry of seven (7) days after the date of invoice.

4.0 Replacement Guarantee

In the event that the employment of the introduced candidate terminates other than by reason of redundancy within the first twelve (12) weeks from the commencement of employment, the Client is entitled to one (1) replacement candidate free of charge.

The replacement clause will become null and void if full payment of fees is received any later than seven (7) days after the date of invoice or if the termination of employment is not notified to Deakon in writing within seven (7) days. In the event that a replacement candidate is also terminated, any subsequent replacement will NOT be provided free of charge.

The replacement candidate is required to undertake ALL sales training modules offered to the original candidate, regardless of the number of modules the original candidate has already undertaken. The sales training program offered to the replacement candidate will be subject to the same conditions as the original candidate.

5.0 Sales Training

Inclusive of the fee is Deakon's 8 x 1/2 day sales training course entitled Fear – the Art of Selling ®. All eight modules of this sales training course can only be completed by the candidate introduced by Deakon and can only be undertaken once the candidate has commenced employment with the Client.

Within seven (7) days of the candidate commencing employment the Client is to enrol the candidate in Deakon's first available Melbourne sales training course. Enrolment of the candidate in a sales training course in capital cities other than Melbourne is subject to negotiation with Deakon.

In the event that a Candidate Enrolment Form is not received by Deakon within seven (7) days of the candidate commencing employment, and/or if the candidate is not enrolled in the first available sales training course, then Deakon reserves the right to nullify the replacement clause.

The Client agrees to make every reasonable effort to ensure that the candidate attends all eight modules of the sales training course for which the candidate has been enrolled. The Client is to notify Deakon of the candidate's inability to attend a module preferably at least 24 hours prior to the commencement of the scheduled module.

In the event that the candidate fails to attend more than one of the eight modules of the sales training course for which the candidate has been enrolled, then Deakon reserves the right to nullify the replacement clause.

A candidate whose employment with the Client has been terminated will not be permitted to either commence or complete the sales training course. Costs associated with travel, accommodation or subsistence for the candidate will be at the Client's expense.

6.0 Confidentiality

All information provided by Deakon concerning the candidate is confidential. If a Client passes on information regarding the candidate to another employer, who then employs the candidate, the employer to whom Deakon introduced the candidate shall be liable for our full assessment, placement and training fee as per section 2.0.

7.0 References

While Deakon conducts referee and background checks on its candidates, Deakon does not guarantee their past records or any information provided nor does it accept liability for misrepresentation concerning candidates introduced.

The Client shall be responsible for work and other permits, for the arrangements of medical examinations and / or investigations into the medical history of any applicant and for ensuring that the applicant satisfies any medical and other requirements or qualifications required by law.

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8.0 Liability

The final decision to employ a candidate is the Client's alone and Deakon bears no responsibility for any loss, damage, or delays which may arise directly or indirectly from any act or omission of any candidate introduced to its clients or from any actions committed by its candidates either before employment is offered or once employment has commenced.

9.0 General

These Terms & Conditions are effective from 1st January 2013.

I agree to and accept the above Terms & Conditions in full:

Name

Job Title

Signature Date / /

STEP 7B

If You Agree To The Following, Please Sign To Show Your Acceptance

Terms & Conditions (Part B - Sales Training)

Fees
Refer to section 2.0 – Fees and Charges of the Terms & Conditions (Part A - Recruitment Services). All training material including Participant Notes & Workbooks is provided.

Tax Invoice
A GST compliant Tax Invoice in PDF format will be issued via email after payment has been received in full.

Registration
For a participant's registration to be valid, Deakon must receive payment in full prior to your chosen workshop's commencement date. Unless prior approval has been granted by a Deakon representative, Deakon will refuse workshop entry to any individual whose registration fee has not been paid in full.

Rescheduling Training
Deakon understands that circumstances may arise requiring a registrant to reschedule his or her workshop registration.

All requests to reschedule training must be made in writing and sent to Deakon Pty Ltd. Level 23 HWT Tower, 40 City Road Southgate, Vic. 3006, faxed to (03) 9372 8355 or emailed to training@deakon.com.au and are subject to negotiation.

Cancellation Policy
Deakon will make every effort not to cancel or postpone any workshops, however if cancellation or postponement is necessary for any reason, registrants will be notified no less than 7 days prior to the workshop commencement date by phone, facsimile or email.

Deakon is not responsible for travel or any other expenses incurred by registrants in the event of a cancellation.

General
These Terms & Conditions are effective from 1st January 2013.

I agree to and accept the above Terms & Conditions in full:

Name

Job Title

Signature Date / /

STEP 7C

If You Agree To The Following, Please Sign To Show Your Acceptance

Non-Solicitation Clause

Non-Solicitation

Any attempt or effort by the registrant and /or the registrant's employer to interfere with Deakon's relationship with its other registrants or clients would be harmful and damaging to Deakon.

During the term of the registrant's participation in one of our sales training workshops and for a period of 12 months after the end of that term, the registrant and /or the registrant's employer will not in any way, directly or indirectly:

1. induce or attempt to induce any myfirstsalesjob * or mynextsalesjob * appointee to quit employment or retainer with their employer;
2. otherwise interfere with or disrupt any myfirstsalesjob * or mynextsalesjob * appointee's relationship with their employers;
3. discuss employment opportunities or provide information about competitive employment to any myfirstsalesjob * or mynextsalesjob * appointee; or
4. solicit, entice, or hire away any myfirstsalesjob * or mynextsalesjob * appointee

Validity

These Terms & Conditions are effective from 1st January 2013.

I agree to and accept the above Terms & Conditions in full:

Name

Job Title

Signature Date / /

STEP 8**Return Registration Form**

Fax

Fax your completed and signed registration form with your credit card details (only) to **03 9372 8355**.



Mail

Mail your completed and signed registration form with your credit card details to Deakon Pty Ltd. Level 23 HWT Tower, 40 City Road Southgate, Victoria 3006.

or

Mail your completed and signed registration form to Deakon Pty Ltd. Level 23 HWT Tower, 40 City Road Southgate, Victoria 3006 with a cheque made payable to Deakon Pty Ltd.



Email

Email your completed and signed registration in PDF format with your credit card details (only) to **training@deakon.com.au**



Invoice

Fax, Mail or Email your completed and signed registration form with the Invoice box ticked and "Order Number" clearly stated.

IMPORTANT

Once we receive your completed registration form along with full payment, Deakon will send a confirmation booking message via email.

You will receive an additional email outlining the course agenda along with venue and parking details a minimum of two (2) week prior to the commencement of the workshop.

If you have any questions, please feel free to contact us on **03 9674 7122**.

Thankyou for your valued business!

www.deakon.com.au