

Bazaar offers

By ESTHER CHANDRAN
Photos by SAM THAM

MOTHER'S DAY is just days away, and those who have not bought gifts have only a limited time to do so. Fortunately, most shopping centres in the city had turned their concourse areas into bazaars in conjunction with the event.

One such bazaar is the Mother's Day Gift of Love celebration at Piccolo Galleria, Jalan Bukit Bintang, where a range of interesting jewellery, clothes and household items can be found.

@Florence has a range of 'Millefiori' beads, which are fragments of glass, pieced together to create an image in a glass shell.

According to Ruby Ali, the beads are known as Mosaic beads in Venice and were named 'Millefiore' which means 'a thousand flowers'.



The beads are made from small fragments of coloured glass that have been fused into tiny mosaic designs.



Some of the Millefiori bead pendants found at @Florence.



Some of the items available at Muhsain and Meriam's store.

The beads, from Murano, Italy, are made from small fragments of glass that are fused into tiny mosaic designs and are available as earrings, pendants and hairpins, for between RM8.90 and RM220.

Go people SELLING SKILL PROGRAM Embracing the sales culture

Moving from beggar selling to equal selling

Even though the sales profession exists in almost any profit-seeking organization, many unconsciously allow a "beggar mentality" to permeate the conduct of sales. A "beggar salesperson" is one who loses the advantage in the sales process even before the sales is initiated due to lack of confidence, negotiation power, skills, and preparation. Salespersons will then find that customers will constantly have the upperhand in any given situation.

GoCpeople Selling Skills program is designed to equip a member of the sales-force with essential skills to achieve and maintain higher sales performance, while at the same time improve brand image. They are trained to sell to targeted customers on an equal basis, matching your product/services to customer needs. The objective is to help avoid haggling for prices as customer's focal point of discussion and instead, highlight the benefits of the product/services presented.

The program is designed to:

- Change (move) sales-force from order taking to pure selling
- Realize that a sales process is positive and productive
- Embrace the sales culture
- Establish that selling is made from a place of integrity
- Understand the importance of a benefits-approach and how to use it in building a successful customer partnership
- Identify and satisfy customers' needs by learning how to minimize objections through better homework and preparation
- Get the Sales Kit right
- Sell with a purpose
- Determine goals and achieving it

Who should attend

This course is designed for persons who are hired into sales positions or persons responsible in achieving a sales target or revenue.

- Date** : 24 - 26 May 2005
Venue : Zubedy Training Suite, Plaza Mont' Kiara
Fees : Individual Registration:
 *Early Bird Special: RM1400 per person;
 Standard: RM1500 per person
 Group Package for 3 or more persons:
 *Early Bird Special: RM1300 per person;
 Standard: RM1400 per person

*Closing date for early bird registration and payment is 10 May 2005.

We also provide in-house programs.
 For more information or registration, please call Khairul at 03-6201 0758 or e-mail us at publicprogram@zubedy.com.
 suite E-8-19, plaza mont' kiara, 2 jalan kiara, mont' kiara, 50480 kuala lumpur.

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an array of gifts for mum



Nik Rohani Ismail and her daughters, Siti Dora Amran, 11, (left) and Siti Sara Amran, 17, (centre), looking at some of the items available.

Glomass Sdn Bhd's booth has interesting furniture from Bali as well as Indian rugs and shawls. Among the items at the store is an Indian-inspired brass-inlaid rosewood chest that Mohd Ali Mehmood Akhter said was from Bali.

Muhsain Abdul Wadud and Meriam Omar have also set up shop at the bazaar, selling a variety of hand-painted home decorative items.

Meriam's passion for acrylic and folk-art has resulted in an array of beautiful home décor pieces, which make ideal gifts for almost any occasion.

Muhsain said Meriam enjoyed painting floral designs on wooden objects like tissue holders, egg holders, umbrella stands, key holders doorknob signs, wooden address plates and towel hangers.

Meriam's signature artworks of golden padi in vibrant hues and Muhsain's abstract works are equally captivating and customers can commission a one-of-a-kind art piece for their

homes. Da Vinci is featuring its timepieces and fresh water pearl collection for Mother's Day, with assistant sales manager Clove Chan saying pearls were universal jewellery pieces and ideal as gifts for mothers.

Other stores at the bazaar include Red Star Art and Trading with oriental handicraft, home décor, scarves and other accessories and Inner Secrets with a collection of lingerie, mostly 100% cotton.

Organiser Le Tresor Legacy Ventures' Ismail Stork said the fair was a good place to look for gifts.

"Mothers deserve to be remembered, loved and pampered. After all, there is a Malay saying, *Syurga di bawah tapak kaki ibu* (heaven lies beneath a mother's feet).

"We have brought in 13 vendors so customers have plenty to choose for their mothers this Mother's Day," Ismail said, adding that the fair would be open from 10am to 10pm and ends on May 8.



Traditional shawls are among the items found at Red Star Art and Trading's store.