



Dynamic Sales Presentations

Overview: A great sales presentation does not demand you have all the bells and whistles to impress the client with your technical skills. Rather, try impressing your clients with your knowledge of the products and services you sell and your understanding of their problems and the solutions they need. This one-day workshop will focus on your formal written proposal and in-person presentation.

What you will cover:

- Keeping proposals sharp, neat and simple
- Editing
- The Finishing Touches
- The Handshake
- Getting Ready for your Presentation
- Elements of a Successful Presentation
- Dressing Appropriately
- Dealing with Questions

How you will benefit:

- Identify the key elements of a quality proposal
- Be better prepared to handle problem buyers
- Sell value rather than price
- Create a climate of trust to build better client relationships
- Feel more comfortable and professional in face-to-face presentations
- Identify steps that will close more sales

What's Included?

- Instruction by an expert facilitator
- Small interactive classes
- Specialized manual and course materials
- Personalized certificate of completion

TIME: 9am – 4pm. FEES: \$2,000.00 onsite up to 12 people. \$300.00 per person offsite, plus applicable taxes. *Prices and dates are subject to change.

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