

## PITCH PROPOSAL AND PRESENTATION SALES TRAINING

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**Pitch: Proposal &  
Presentation Sales  
Training Course**



**COURSE LENGTH: 1.0 DAYS**

Creating professional proposals requires strategy, analysis, research, technical writing skills, formatting, organising, and editing. Writing a winning proposal is both an art form and a craft that you can learn. Delivering it well closes the deal.

The PD Training Pitch Proposal and Presentation Sales Training Course provides comprehensive training in each step of the preparation and development of a proposal to help you achieve mastery in writing and delivering your next sales proposal.

This dynamic training course is available now throughout New Zealand, including Auckland, Wellington and Christchurch.

Please click the "Group Booking Quote" button to receive a free quote for courses delivered at your preferred location.

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## PITCH PROPOSAL AND PRESENTATION SALES TRAINING COURSE OUTLINE

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### FOREWORD

During this training course, participants receive training in identifying the key element of a quality proposal, writing a winning proposal, perfecting the first impression, gaining confidence when giving presentations, and developing a professional approach to products/services sales.

Pitch: Proposal and Presentation Sales Training Course is the fastest way to develop skills in creating and presenting perfect sales pitch that gives the desired results every time.

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### OUTCOMES

#### After completing this course, participants will have learned to:

- Identify the key elements of a quality proposal
  - Plan a proposal
  - Write a brilliant proposal
  - Understand and use various proposal formats
  - Get organised
  - Use persuasive language
  - Perfect your first impression with dress and handshake
  - Edit proposals effectively
  - Feel more comfortable and professional in face-to-face presentations
  - Understand the elements of a successful presentation
  - Be professional throughout
  - Conduct preparations and evaluations
  - Handle various kinds of sales presentations
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### MODULES

#### Lesson 1: Getting Started

- Icebreaker
- Workshop Objectives

#### Lesson 2: Getting Down to Business

- Business Writing Basics
- Types of Proposals

#### Lesson 3: Writing Your Proposal

- Getting Organised
- Drafting a Proposal

#### Lesson 4: Getting Thoughts on Paper

- Planning Your Proposal
- Exercise

#### Lesson 5: Basic Proposal Formats

- Choosing a Format
- Direct Approach
- Indirect Approach

#### Lesson 6: Expert Editing Tips

- Editing Tips
- The Fog Index

- Choosing an Approach

### **Lesson 7: The Handshake**

- Cultivating a Professional Handshake
- Tips for Success

### **Lesson 8: Getting Ready for Your Presentation**

- Preparation Tips
- Persuasive Language

### **Lesson 9: Elements of a Successful Presentation**

- You Count Too!
- Positives & Negatives

### **Lesson 10: Dressing Appropriately**

- Impressions Count!
- Dressing to Impress
- Managing Scent
- Creating a Professional Package

### **Lesson 11: Presentations**

- Preparation
- Evaluations

### **Lesson 12: Wrapping Up**

- Words from the Wise

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## **WEB LINKS**

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- [View this course online](#)
- [In-house Training Instant Quote](#)