PROFESSIONAL DEVELOPMENT TRAINING

Pitch Proposal and Presentation Sales Training

09 884 0762

REQUEST QUOTE

1.0 DAY COURSE

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.

What You'll Gain:

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.

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

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
- Choosing an Approach

Lesson 6: Expert Editing Tips
- Editing Tips
- The Fog Index

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

Talk to our expert team

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