

PITCH PROPOSAL AND PRESENTATION SALES TRAINING

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COURSE LENGTH: 1.0 DAYS

The Pitch Proposal and Presentation Sales Training course provides you with the knowledge and tools to help you create and present a winning pitch proposal.

After completing this course, you will have learned: how to plan, write & edit a winning proposal, the key elements of a quality proposal, various proposal formats, elements of a successful presentation, using persuasive language, using professional attire & handshake and much more.

This comprehensive course is now available in London, Birmingham, Leeds, Glasgow, Sheffield, Bradford, Edinburgh, Liverpool, Manchester and UK wide.

Please click the In-House Training tab to receive a free quote for courses delivered at your preferred location.

PITCH PROPOSAL AND PRESENTATION SALES TRAINING COURSE OUTLINE

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.

This comprehensive course is now available in London, Birmingham, Leeds, Glasgow, Sheffield, Bradford, Edinburgh, Liverpool, Manchester and UK wide. You may attend the scheduled public classes or choose the In-house Training course which could be tailored to your particular needs and schedule.

Click on the schedule of public classes tab below or the In-House quote tab to request a quote for an in-house training event.

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
 - ▶ Write a winning proposal
 - ▶ Understand the elements of a successful presentation
 - ▶ Feel more comfortable and professional in face-to-face presentations
 - ▶ 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
- ▶ Choosing an Approach

Lesson 7: The Handshake

- ▶ Cultivating a Professional Handshake
- ▶ Tips for Success

Lesson 9: Elements of a Successful Presentation

- ▶ You Count Too!
- ▶ Positives & Negatives

Lesson 11: Presentations

- ▶ Preparation
- ▶ Evaluations

Lesson 6: Expert Editing Tips

- ▶ Editing Tips
- ▶ The Fog Index

Lesson 8: Getting Ready for Your Presentation

- ▶ Preparation Tips
- ▶ Persuasive Language

Lesson 10: Dressing Appropriately

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

Lesson 12: Wrapping Up

- ▶ Words from the Wise

WEB LINKS

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