

# Close That Deal!



## Presentation Skills

*The ability to deliver information to achieve maximum impact is a skill all business professionals need but few have mastered - simply because they don't know how!*

Almost everyone can become a great presenter – you just need to learn the rules of the game.

“Close That Deal!” is an advanced one-day intensive and highly interactive training workshop designed to enhance executive presentation skills when dealing many different audiences including: existing clients; new clients; suppliers; and colleagues!

## Participants Learn How To ...

- Take Control Of The Sales Process
- Set Objectives - Decide What They Want To Achieve
- Understand The Audience & Their Needs
- Package The Presentation
- Set The Scene
- Create A Great First Impression
- Clarify Key Messages Confidently
- Project The Voice & Enhance Vocal Image
- Use Presentation Equipment Expertly
- Hold The Audience's Attention
- Project & Maintain Credibility
- Recognise The Do's & Don'ts
- Create Powerful Beginnings & Endings
- Maximise Body Language & Non-verbal Image
- Rehearse & Plan
- Deliver The Presentation
- Handle Questions
- Close Deals!

## Who Will Benefit?

The course allows many different types of staff to benefit from enhanced presentation skills including:

- Directors & Senior Managers
- Sales & Fundraising Staff
- Managers, Department Heads, Team Leaders & Supervisors

## Video Critique

A key and unique attribute of the training workshop is video critique. Delegate's final presentations are constructively critiqued using video feedback which allows the delegate to see themselves in action and learn how to improve their delivery.

## The Trainers

Nigel Jones is Founder and Managing Director of Purple Tangerine. He has trained 100s of executives from companies including: adidas, Bausch & Lomb, Disney, Kingfisher, Motorola as well as celebrities Marat Safin and Ellen MacArthur.

## Workshop Content

1 or 2 Day Sessions are available for a maximum of 6 delegates meaning more time spent on individual needs.

We make the course material your inbox so you can use the time to develop presentations for your clients, new business pitches or other presentations challenges you are currently working on.

Delegates receive ...

**Individual Course Packs**

**Tailored Schedule**

**Trainers with 20 + Years Presenting Experience**

## Budget

1 Day Session – £2,800 + VAT based on maximum of 6 delegates. Expenses – £500 per day to cover travel cameraman for day, tapes, lighting etc, telephone and office.

## For Further Information

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