PROFESSIONAL DEVELOPMENT TRAINING

Pitch Proposal and Presentation Sales Training

REQUEST QUOTE

1.0 DAY COURSE

The Pitch Proposal and Presentation Sales Training course provides you with the knowledge and tools to help you achieve the mastery in creating and presenting a winning pitch proposal.

After completing this course, you will have learned: the various types of business proposals, 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, the professional handshake, wearing appropriate attire and much more.

This comprehensive training course is available across the U.S., including Atlanta, Austin, Baltimore, Birmingham, Boston, Charlotte, Chicago, Dallas, Houston, Jackson, Los Angeles, Manhattan, Miami, New York, Orlando, Philadelphia, San Antonio and Seattle.

What You'll Gain:

During this course, participants develop various skills including identifying the audience and the purpose of a proposal, creating a framework, using details to perfect a proposal, using online and offline resources, writing, editing, and proofreading.

The course provides a comprehensive understanding and use of proposal writing tools that result in the creation of excellent proposals.

Outcomes

After completing this course, participants will have learnt to:

- Understand the proposal writing process
- Identify and create different types of proposals
- Identify the purpose of a proposal
- Identify the audience
- Perform a needs analysis
- Write a goal statement
- Use the proper format for proposal writing

- Create a framework
- Understand the importance of details and focus on them
- Identifying resources online and offline for research
- Organizing information masterfully
- Use persuasive writing techniques
- Review spelling and grammar
- Constructing words, sentences and paragraphs brilliantly
- Check the readability of a proposal
- Proofread and edit
- Provide a professional feel and look to a proposal

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 Organized
- 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

Lesson 12: Wrapping Up

- Preparation
- Evaluations

- Words from the Wise

Talk to our expert team

Phone:

Email: