

# Dynamite Sales Presentations

A great sales presentation does not demand that you have all the bells and whistles to impress the client with your technical skills. Rather, try impressing your clients with your knowledge of the products and services you sell and your understanding of their problems and the solutions they need. This one-day workshop will show you how to create a winning proposal and how to turn it into a dynamite sales presentation.

## What Will Students Learn?

- ✓ Identify the key elements of a quality proposal
- ✓ Perfect your first impression, including your dress and your handshake
- ✓ Feel more comfortable and professional in face-to-face presentations
- ✓ Write a winning proposal
- ✓ Feel more comfortable and professional in face-to-face presentations

## What Topics are Covered?

- ✓ Getting down to business
- ✓ Writing your proposal
- ✓ Getting thoughts on paper
- ✓ Proposal formats
- ✓ Expert editing tips
- ✓ The handshake
- ✓ Getting ready for your presentation
- ✓ Elements of a successful presentation
- ✓ Dressing appropriately
- ✓ Presentations

## What's Included?

- ✓ Instruction by an expert facilitator
- ✓ Small, interactive classes
- ✓ Specialized manual and course materials
- ✓ Personalized certificate of completion