

Sales Presentation Skills Training

Training for your sales professionals or account reps that pays for itself

With this hands-on sales presentation skills training, participants will more effectively prepare, organize and share their business story, products, services in a confident, engaging and persuasive manner. This training will also help participants make recommendations or propose solutions to decision makers (in-person or virtually) in a more clear and convincing manner.

As a result of attending this training, participants will have additional tools to gain better responses and results whenever they meet with customers or prospective customers.

Presenting with Executive Presence and Influence

Senior management presentation training for better impact and outcomes

With this interactive training and on-the-spot coaching, leaders will be able to better share their vision and expertise in a more engaging and influential manner. It is also designed to help leaders make helpful recommendations or propose solutions in a clear and convincing manner.

“The most useful information available I have ever received at a seminar - and I have been to several seminars put on by Disney – Steven Covey – etc. By far this was most informative and realistic info. Thank you!”

Effective Presentation Skills Training – the Gold Standard

Presentation training for greater confidence, clarity and connection

In this fast-paced, get-to-the-point, business culture we live in, (competing with short attention spans) we often have only seconds to capture the attention and interest of an audience.

Whether in person or virtually, this effective presentation skills training is one of the best and fastest ways to help make better, more influential communications happen. From slide preparation tips to effective body language and voice use; this course makes a positive and lasting difference.

Effective Technical Presentation Skills Training

Today more than ever technically smart employees are challenged to make their points clearly and concisely with greater confidence or simply a more genuine delivery style. In this technical presentation skills course, participants will be able to invite more effective responses/results when they speak internally with team members or externally with clients. This course helps SME's get to the point, while being more comfortable and personable.

Take your pick. These proven courses will help you with some or all of the following:

- Gain greater customer satisfaction and retention
- Win/earn new client confidence and future business
- Build better brand awareness / educational marketing
- improve internal team communication and relationships



Win - Win Communication Skills Training

This communication skills workshop is designed to provide you with proven techniques for enhancing your communication effectiveness face to face, in meetings and over the phone. It provides real world practices and templates that can help improve team communication and relationships.

Objectives

You will learn how to:

- Reaffirm and build on your existing communication strengths
- Identify barriers to avoid that break down communication
- Increase your impact and clarity when communicating
- Invite greater understanding and cooperation from others when communicating expectations or making a request
- Confirm understanding with effective two-way communication
- Review effective listening approaches to utilize and practice
- Identify one or more ways to enhance your listening skills
- Confirm one or two steps you will work on to become a more effective communicator