

Powerful Sales Presentations™

overview

Powerful Sales Presentations™ is an experiential training program that helps participants hook and engage their audience using professional speaking techniques. Focusing on structure and sales presentation skills, this 2 day program can include up to six digital-recordings of participants' live presentations.



Through a combination of instruction, demonstration and practice, participants in this session learn to finesse their sales presentation skills. Instructor feedback helps participants demonstrate mastery while focusing on audience needs. By the end of the workshop, participants feel increased confidence and can deliver powerful sales presentations with ease.



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workshop benefits

- ▶ Focus on Your Audience's Needs
- ▶ Organize Your Presentation for Impact
- ▶ Overcome Nervousness
- ▶ Engage Your Audience with Devices
- ▶ Highlight Key Points with Gestures
- ▶ Strengthen Your Message with Eye Contact
- ▶ Understand the 5 P's of Vocal Power
- ▶ Convey Confidence with Your Body
- ▶ Prepare Visuals that Work

who should attend

- ▶ Anyone who Gives Sales Presentations
- ▶ Sales Managers & Leaders
- ▶ Sales and Marketing Professionals

workshop materials

Every participant receives a copy of the Sales Presentations™ participant workbook and an optional flash drive with 6 digital recordings of their presentations.

1-800-501-1245

info@boldnewdirections.com

www.BoldNewDirections.com

Powerful Sales Presentations™

discount options

Ask about our volume discounts for booking multiple workshops for your company, organization or association conference.

one day option

This workshop may be offered in a one day format with follow up coaching. Contact us for more information or to discuss your organization's unique needs.

book your workshop

Contact us today to discuss pricing and scheduling options that suit your organization.



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one day program agenda

- ▶ Focus On The Buyer's Needs
- ▶ Hook Prospects At The Start
- ▶ Organize Presentations for Impact
- ▶ Project Control & Confidence
- ▶ Overcome Nervousness & Anxiety
- ▶ Use Eye Contact To Establish Rapport
- ▶ Use Vocal Dynamics to Create Credibility
- ▶ Use Body Movement To Convey Confidence
- ▶ Highlight Key Points with Gestures

two day program agenda

Everything From Day One Plus How To...

- ▶ Use Persuasive Techniques
- ▶ Highlight Benefits
- ▶ Utilize Visual Media Effectively
- ▶ Keep Prospects Engaged
- ▶ Handle Challenging Q & A
- ▶ Overcome Objections
- ▶ Ask for the Close
- ▶ Create a Powerful Summary
- ▶ Note Progress & Future Steps

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