



# Dynamite Sales Presentations

## Select Your Learning Style

**Facilitator-led** 1 Day Program (Classroom)

**OR**

**eLearning format** (Self-paced)

**Please refer to Pricing Page for cost per participant**

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 your understanding of their problems and the solutions they need. This course will show you how to create a winning proposal and how to turn it into a dynamite sales presentation.

### What Will Participants 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 in Your Learning Style?

- ✓ Self-paced eLearning OR
- ✓ Interactive class environment – Facilitator-Led
- ✓ Specialized course materials and resources
- ✓ Personalized certificate of completion

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