

Sales Presentations

The ***Kaizen Sales Presentation Skills*** course is a one day interactive session that will give participants the confidence and knowledge to create well-constructed presentations that are both relevant and simple to deliver. Throughout this course participants will participate in workbook activities which they can then use to go away and create their own presentation to present at the next sales meeting and execute in the market.

Learning Outcomes

At the end of the ***Kaizen Sales Presentation Skills*** course you will be able to:

- Define a realistic and motivating presentation objective.
- Confidently research your subject matter and audience so that you're able to create a targeted and relevant (and thus successful) presentation.
- Develop a reusable blueprint so that will help you quickly create a structured presentation (even at short notice).
- Develop a simple technique that you can use repeatedly to help you draw on the solutions that your customers may require.
- Techniques for quickly capturing, building and maintaining audience engagement.
- Understand the importance of staying within your presentation's time limit, and develop techniques for always knowing where you are within your presentation
- How to close your presentation with a compelling offer they can't refuse.