

## SUCCESSFUL BIDS AND PITCHES

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If your continued business success depends upon winning new contracts you must ensure that you and your team can communicate and present in a confident and professional manner. You need to pay as much attention to the delivery of your bid or pitch as you do to the content. This bespoke training is focused on rehearsing your presentation and ensuring that you communicate your belief, passion and authority.

The sessions are designed to help you frame your pre-prepared presentation, refine your pitch and rehearse it to ensure you make the most impressive bid you can. One of our tutors will take your team through their presentation and maximize your chance of a successful pitch.

### Course Components

Entrances & Openings - make the right first impression and get your client's interest

- Making an entrance
- Engaging your audience immediately
- Taking control of your space

Personal Impact - energy, confidence and focus, to maintain your client's interest

- Breath, Voice and Speech - basic link between breath, thought and expression
- Body Language and posture - developing a flexible and energetic presence
- Use of language - articulation, clarity, emphasis, pace and the pause

The Art of Delivery - emphasise your credentials with a focused and dynamic pitch

- Practice delivery through spontaneity exercises
  - Selling an idea from nothing and thinking on your feet
  - Deal with unexpected situations, questions or crises.
- Use of Powerpoint - basic rules on how to ensure you to manage your slides
- Engaging the audience and delivering an informed and inspiring message

Closings - ensure the client remembers you and knows the benefits of choosing you

- What do you want the audience to go away with?
- Ideas for closing "well"

The training can be delivered as an in-house one-day or half-day course for your team or you can book a tutor to coach on a one-to-one basis.

### Workshop Fee\*:

1 day workshop:  
£2,500 + VAT

Half-day workshop:  
£1,250 + VAT

One-to-one session:  
£225 + VAT per hour

\*NOTE: The above fees excludes tutor travel expenses if outside London.

(Outside London – defined as 20 miles (32km) outside the capital.)

The above fees exclude any venue or catering costs. Half-day schedule is based on a 3.5 hour session.

### Contact:

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