

High Impact Team Presentations

The proposal process – and the ultimate presentation of that proposal – are two of the most critical components in gaining additional business. When the proposal is delivered by a team of people, it becomes even more important that everyone put their best foot forward. All too often the final decision is based on the team with the best delivery skills.

Whether presenting to national account decision-makers or attempting to win a high-dollar-value project, careful strategizing and delivery of the proposal can dramatically increase your success rate.

High Impact Team Presentations will provide skills and tools to set you apart from the competition. Participants will address key issues, such as the RFP process, team roles and responsibilities, proposal contents, the use of visual aids, rehearsals, and the final presentation. You will be coached and videotaped on presentations you normally deliver during new business opportunities, with a focus on the details of team dynamics.

There are three types of presentations:

- 1. The one you prepared for*
- 2. The one you gave*
- 3. The one you wish you had given*

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You Will Learn To:

- Determine key roles and responsibilities of team members
- Create a game plan and timeline for the proposal process
- Assess decision-maker needs and expectations
- Develop probing questions for your prospect
- Create visuals and graphics that support your business strategies
- Polish delivery skills
- Provide constructive feedback on team members' presentations
- Conduct smooth transitions between team members
- Respond to challenging questions with confidence

You Will Benefit By:

- Gaining more business opportunities based on proposal content
- Exceeding prospect expectations in the material content and presentation
- Leveraging the strengths of the presentation team for greater synergy