

Jump start your business development goals and 2019 \$ales - Join us January 31 & Feb.1

Persuasive Presentation Skills Training @ Troy Embassy Suites

Benefits participants will gain include:

- Sales questions and tips for winning large programs or projects
- A proven format to structure effective business/sales or overall persuasive presentations
- Greater confidence and practice sharing value propositions with tact and influence
- Increasing ability to listen, make points concisely and boost professional credibility
- Getting others to listen to, and more likely act on your recommendations with our persuasive format
- Practice using stories to connect and influence your audiences

This training is designed for:

- Business development staff
- Account reps/sales professionals
- Acquisition/proposal teams
- Engineering sales teams
- Financial professionals
- Research/product development specialists
- IT staff/hardware/software specialists

Equip yourself or a team member for greater success!



Session Objectives

DAY ONE 8:30 am – 4:30 pm

- Explore individual goals with quick participant self-assessment distributed prior to training
- Affirm presentation strengths and identify areas needing most change or improvement
- Practice an easy-to-remember format for organizing content and avoiding information overload (improves client/customer understanding)
- Implement techniques to personalize and connect with any audience
- Practice presentations with helpful three-way, skill-building feedback
- Formats for focusing on audience needs and minimizing jargon
- Discover methods to help reduce fear, control nervousness and build confidence with any audience
- Identify ways to present a positive, engaging and authentic image

DAY TWO 8:30 am – 4:30 pm

- Experiment with a secret weapon that has helped team presentations win multi-million dollar contracts
- Explore and practice body language and voice techniques to help convey points more effectively
- Discover how to better utilize visual aids to add greater impact and clarity to important content/key points – (includes do's and don'ts for effective slide use and slide prep)
- Learn ways to use brief stories and analogies to make product/service information familiar and relevant to listeners
- Practice our proven process to sell ideas and persuade listeners to act
- Explore a process for Q & A and handling questions more smoothly, confidently and professionally

High-value, engaging workshop experience with a maximum of 13 participants.

With this hands-on persuasive presentation skills training, participants will better organize and share their business case/products/services or expertise in a more confident, engaging and persuasive manner. This training is also designed to help content experts make recommendations or propose solutions to decisionmakers in a clear and convincing manner.



Because of this training, participants will have more of the tools they need to gain better responses/results whenever they speak to their colleagues, customers or future prospects. Each participant will receive a high-quality participant's manual, handouts, on-the-spot coaching, critique sheets and a personal video card with their practice presentations for a use as a helpful reference and reinforcing tool.

What is included with this training package?

Our effective proven approach includes:

- Coffee drinks & Lunch on both days
- Self-assessment and session goal prioritization
- Engaging learning format: demonstrate, practice, feedback – behavior coaching
- Video-recording of at least four practice presentations per participant
- Multiple hands-on interactive practice opportunities
- Small group practices and activities
- Individual assignments and prep
- Individual professional coaching
- Personalized Action Plan
- Training tailored to specific needs and experience level of each participant.

Register Today and save
\$200 if register by Jan 25th.

\$1,195 for only \$995

After 1-25-19 ... \$1,195
Register two or more
and save \$100 on each

Register by phone at
586-677-7900

Register online at

<https://www.effectivepresentationskillstraining.com/product/persuasive-presentation-skills-training/>



What other's have said:

"This will make us better presenters to our customers/suppliers – save time and money." - Business Development Mgr.

"This was the best training I have taken, not only the content, but the speaker as well!" - Marketing Manager

"The most useful information available I have ever received at a seminar - and I have been to several seminars put on by Disney – Steven Covey – etc. By far this was most informative and realistic info." - Department Manager

This course is proudly being provided by Productive Training Services, Inc. of Ann Arbor Michigan. They have a successful track-record providing high quality behavior changing training and coaching for over 25 years.

If you are looking for a winning, results-getting training provider to help you and your team; you have come to the right place. In just the last two years we have helped presentation teams win over \$600 million in new business. Clients we have proudly served include...



This proven skills trainings can help you and your organization gain the following benefits:

- Prepare for high-visibility presentations
- Win new clients/customers and additional business

Meet your Instructor



Joe Tabers is an engaging speaker who quickly connects with a variety of audiences from the executive level to front-line sales professionals. His enthusiastic delivery and proven, real-world problem-solving skills have earned him the privilege of working with many sharp, talented leaders and teams in a wide variety of industries. Over the last twenty-plus years Joe has worked with over 300 organizations to **strengthen leadership and team effectiveness** with communication and relationship building skills that help bottom-line sales, service and business results!

He is knowledgeable of and confident within many work environments from automotive to heavy manufacturing, commercial construction to health care. His **upbeat attitude, love for learning and interactive style is consistently well received by even the most seasoned audiences.**

- Since 1988 Joe has delivered over 3,000 highly-rated live sessions for audiences in almost all fifty states and four countries.
- Over 90% of clients request him back for additional sessions, consulting or executive coaching assistance.
- He shares high-engagement audience experiences in bottom-line business areas for improving leadership and team motivation, communication and relationships.
- Because of his practical research and hands-on experience (he has been inside of hundreds of production plants, engineering, manufacturing and customer service environments) **audience participants often ask him "do you work here?"**

Joe is a thirty-year member of the National Speakers Association and since 1998 has held the designation of Certified Speaking Professional (CSP), the highest earned designation from the National Speakers Association. It recognizes a commitment to ongoing education, proven speaking experience and ethical behavior. He is a business owner, past president of the National Speakers Association of Michigan and active in helping service organizations and charities.

Click or go to URL below to register

<https://www.Effectivepresentationskillstraining.com/product/persuasive-presentation-skills-training/>



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