

Advanced Presentations Skills

Advanced Presentation Skills is a workshop designed to put the participants' presentation skills already mastered in the ProMax *Powerful Presentations* program to work.

Advanced Presentation Skills begins with a review of the five steps of powerful presentations, as well as the critical skills and techniques each representative must master to consistently deliver exceptional presentations. The participants conduct a review of the necessary information and perform informal presentations in teams on each of the critical skills.

Advanced Presentation Skills requires each participant to bring a presentation prepared for one of their prospects or clients that includes a written proposal and visual aids to use as the basis for practice and further enhancement. Participants discuss and practice their presentations in teams, and share areas of improvement with each other. Using the "friendly feedback" received during a practice run of their presentation, participants' are given the opportunity to improve or enhance any aspect of their presentation.

Key Topics

- ★ Steps to Every Powerful Presentation
- ★ Critical Presentation Skills & Techniques
- ★ Examples of Effective Visual Aids to Enhance Any Presentation
- ★ Short, Effective Written Proposals That Get Results
- ★ Effective Impromptu Presentations
- ★ Immediate Feedback to Enhance Presentations

Advanced Presentation Skills concludes with a final presentation given to the entire group and video-taped for further review. Each presenter receives written feedback from the listeners and facilitator to continue honing and developing effective presentations.

Advanced Presentation Skills allows participants to work in teams and individually on actual presentations for a client or prospect to not only apply immediately the skills and techniques discussed, but also to measure the results of their efforts on the streets.

Program Benefits

- ☆ Decreases the likelihood of "winging it" with clients.
- ☆ Practice of newly learned skills ensures they are retained ~ and most importantly, applied to produce results.
- ☆ Taping ensures accountability, as well as allows participants to see their sales communications through the eyes of their clients.