

## PITCH PROPOSAL AND PRESENTATION SALES TRAINING

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**Pitch: Proposal &  
Presentation Sales  
Training Course**



**COURSE LENGTH: 1.0 DAYS**

To properly “pitch” a sales proposal, your sales team needs to be fully equipped with the necessary knowledge, skills and latest practices to take proposal and turn it into a deal-winning sales presentation. Well-trained, self-confident salespeople are always more successful, so give your team the skills they need. This Pitch Proposal and Presentation Sales training course can take your pitch proposal and sales skills to the next level. This all-inclusive one-day training course provides participants the techniques and tools to identify the key elements of a quality proposal, to plan and write a winning proposal, feel more comfortable and professional in face-to-face presentations, understand the elements of a successful presentation and much more!

This training course is now available in Malaysia and Kuala Lumpur.

This Pitch Proposal and Presentation Sales training course can be delivered at your premises by one of our expert local or international trainers or live online using our HIVE technology.

Click on the In-house tab below to generate an instant quote.

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## PITCH PROPOSAL AND PRESENTATION SALES TRAINING COURSE OUTLINE

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### FOREWORD

During this training course, participants receive training in identifying the key element of a quality proposal, writing a winning proposal, perfecting the first impression, gaining confidence when giving presentations, and developing a professional approach to products/services sales.

Pitch: Proposal and Presentation Sales Training Course is the fastest way to develop skills in creating and presenting perfect sales pitch that gives the desired results every time.

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### OUTCOMES

**After completing this course, participants will have learned to:**

- Identify the key elements of a quality proposal
  - Plan a proposal
  - Write a brilliant proposal
  - Understand and use various proposal formats
  - Get organized
  - Use persuasive language
  - Perfect your first impression with dress and handshake
  - Edit proposals effectively
  - Understand the elements of a successful presentation
  - Feel more comfortable and professional in face-to-face presentations
  - Be professional throughout
  - Conduct preparations and evaluations
  - Handle various kinds of sales presentations
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### MODULES

#### Lesson 1: Getting Started

- Icebreaker
- Workshop Objectives

#### Lesson 2: Getting Down to Business

- Business Writing Basics
- Types of Proposals

#### Lesson 3: Writing Your Proposal

- Getting Organised
- Drafting a Proposal

#### Lesson 4: Getting Thoughts on Paper

- Planning Your Proposal
- Exercise

#### Lesson 5: Basic Proposal Formats

- Choosing a Format
- Direct Approach
- Indirect Approach

#### Lesson 6: Expert Editing Tips

- Editing Tips
- The Fog Index

- Choosing an Approach

### **Lesson 7: The Handshake**

- Cultivating a Professional Handshake
- Tips for Success

### **Lesson 8: Getting Ready for Your Presentation**

- Preparation Tips
- Persuasive Language

### **Lesson 9: Elements of a Successful Presentation**

- You Count Too!
- Positives & Negatives

### **Lesson 10: Dressing Appropriately**

- Impressions Count!
- Dressing to Impress
- Managing Scent
- Creating a Professional Package

### **Lesson 11: Presentations**

- Preparation
- Evaluations

### **Lesson 12: Wrapping Up**

- Words from the Wise

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## **WEB LINKS**

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- [View this course online](#)
- [In-house Training Instant Quote](#)