

# Sales Proposals and Presentations

Your team has found an interested client and now it's time to create their proposal. How do they write it to create excitement? Are they confident to create and present a killer sales pitch?

This tailored in-house sales proposal training will help your team write and present winning proposals. They will also learn the secrets to presenting proposals that win their clients over.

## **Audience**

You write and present sales proposals and would like fail-proof methods to boost your conversion rate.

## **Outcomes**

Learn how to:

- Identify the key components of a quality proposal
- Identify your winning elements
- Write clear, concise and winning proposals
- Make the right first impressions
- Prepare and give winning presentations
- Plan and execute strategies to retain customers
- Win more business through great proposals and presentations.

## **Tailored group training - in-house or through virtual workshops**

Ask us how we will tailor this program to your organisation or team.

Benefits are that we tailor the:

- *Content* to suit your organisation's needs.
- *Delivery* to reflect your procedures, values, examples and terminology, which encourages participants to apply their new skills in their roles.
- *Duration* to suit the availability of your team members and your budget.

Tailoring is mostly for free and always economical as costs are based on a per day delivery and not per participant.

## **Request a quote**

Please call 1300 655 098 to ask us how we can tailor a program to your needs.

Alternatively, email us at [info@icml.com.au](mailto:info@icml.com.au) or start a 'chat' on our website [icml.com.au/](http://icml.com.au/).

# Virtual Workshops

We deliver programs in interactive, live online workshops, accessible from a device anywhere.

## Highly impactful learning

- Replicating face-to-face workshop experiences through conferencing technology.
- Using extra features for engagement: polls, quizzes, chat, electronic whiteboard.
- Learning in multiple shorter bursts – allowing practice between sessions.

## Benefits of virtual workshops

- Attend the training from the comfort of home or personal workstation.
- No travel time or expenses.
- Multiple short sessions – less impact on work.

## Simple access

- You need: a device with camera and a quiet place.
- No software needed.
- Click on a link to gain access.
- Works on any personal device and most corporate systems.

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