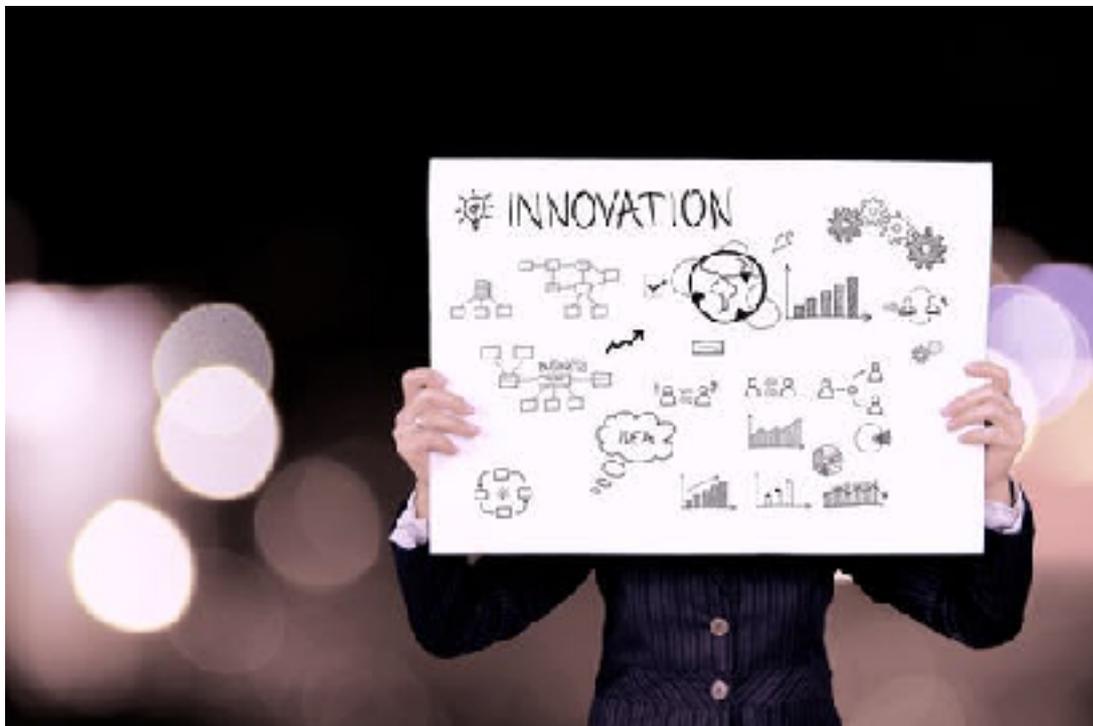


Helping your business attract and retain customers



Deliver Awesome Presentations and Sales Pitches



This is for :

- Businesses and Individuals who want to make more of their presenting opportunities and win more sales pitches.
- Businesses who have key presentations / pitches to make to potential clients, existing clients, investors, fund schemes, colleagues.
- Those who don't look forward to making presentations and public speaking.

Presentations and Sales Pitches are a great opportunity...

.....to attract new customers, grow spend from existing ones, raise your profile amongst your business peers, motivate and inspire your team, and persuade investors to back you.

Which makes presenting an invaluable business skill....

....speaking in public though is not something everyone looks forward to as even the most confident business people often fear presenting.

Wouldn't you like to be a really good presenter?

Imagine how you will feel when you deliver a really good presentation, that you enjoy doing and that your audience are fully engaged by. Awesome!

And wouldn't it be great to win more sales pitches?

To win a sales pitch your offer has to really stand out - this programme will show you how to do just that by delivering a sales pitch which is a league up from your competitors. Think what a difference to your business winning more sales pitches would make.

Team Programme

Designed for up to six participants this is a highly interactive day with a focus on understanding all the key components of a great presentation or sales pitch and then practising the delivery.

The programme is based around the '7P's of presenting and pitching':

Purpose : What are you hoping to achieve?

People : Who are you presenting to and what are their expectations?

Preparation: Equipment, Time, Venue

Plan: The structure - Opening, Core Messages, Summary

Powerpoint: Slides, Words, Props

Performance: Delivering your pitch or presentation - overcoming nerves, using your voice

Practice:The key to success!

The programme, which usually runs from 9.30am to 4pm, is fast paced and highly interactive as delegates spend a significant amount of time in the role of presenter or pitcher.

Each programme is designed around the specific needs of those taking part and where possible uses presentations or pitches which the delegates are planning to deliver in the near future.

The practice part of the programme aims to build confidence, help overcome nerves and helps all delegates make full use of their voice and body position in order to create better engagement with their audience.

Video can be intimidating for speakers and as such a distraction from the key learning outcomes of the programme. Ordinarily therefore we do not use video but can do if the client specifies it.

We do use wireless microphones (hand held and lapel) to prepare delegates for using them when speaking to a largish audience.

Your investment:

The fee includes preparation time, materials and travel expenses*

It assumes the coaching takes place at a venue provided by the hiring company and that they provide refreshments / simple lunch for all participants.

(*within a 40 radius of TR1 2DH - mileage beyond that charged at 45p+ vat per mile)

The fee for the programme is £770 + vat

Key Presentation Delivery

Working with you and your colleagues for half a day on the delivery of a planned forthcoming key presentation or sales pitch:

- a sales pitch to a potential new client or an existing client you are seeking additional business from
- a presentation to potential or existing investors
- presenting your company's plans to its staff
- a presentation about your business at a business or networking event.

Your investment including travel* : £440 +vat

(*within a 40 radius of TR1 2DH - mileage beyond that charged at 45p+ vat per mile)

One to One Coaching

An individual three hour programme designed to help you :

Overcome nerves about public speaking
Deliver a forthcoming presentation or sales pitch
Prepare and deliver a keynote speech.
Create and deliver your 'elevator pitch'

The time can be split into 2 sessions

Your investment : £335 +vat (includes travel*)

(*within a 40 mile radius of TR1 2DH - mileage beyond that charged at 45p+ vat per mile)

So why hire Trevor Lee ?



I will bring to you, your business and your colleagues over 30 years of presentation experience and expertise as well as an entrepreneurial mindset, business insight and excellent communication skills.

I will help you and your colleagues enhance your presentation skills so that you become an engaging and confident presenter and speaker.

You will enjoy working with me.

Here are some of the companies I have delivered Presentation skills training for:

FX Plus

St Austell Brewery

TorFX

Wild West Comms.

Robinson Reed Layton

Tindle Newspapers

St Austell Printing

Folk 2 Folk

Worldwide Financial Planning

School for Social Entrepreneurs

Future Skills Programme

Coodes Solicitors

TRAC Services

Stockdale Accountants

Incredible Changes

Here are some participant feedback comments, including those who have attended individual masterclasses:

"Thank you for all your help with developing a new presentation to be used when introducing our services to potential clients. We have already trialled it and got some great comments, it was a real talking point which broke the ice and made for a successful meeting. Your thoughts and input really shook up our business development approach, beyond just the presentation. It came at a perfect time when we were focusing on reaching out to a new sector of the market and we have had some very promising results."

Lisa Pascoe – TRAC Services

"Doing my trial presentation this time felt so much more relaxed. So much better!"

"Getting the feedback from the group on my presentation was brilliant and helped so much"

"Trevor was great! Seeing other presentations has really helped me think about my own."

"My highlight of the day was the input from Trevor Lee – valuable tips for presenting were great!"

"I really enjoyed the presentation from Trevor, getting feedback for my presentation and listening to my peers."

School for Social Entrepreneurs - Presentation Course Delegates

"Trevor immediately puts you at ease at his easy to follow presentation skills workshop, he pinpoints everything that you might be worried about and makes you see things from the audience perspective so that you can picture yourself actually giving the speech and being able to dismiss your worries to give a confident presentation."

Alison Elvey - Robinson Reed Layton

'From our initial meeting with Trevor, he was very keen to understand our business and how we operate to enable him to prepare a training session that was completely bespoke to our business. After the first briefing, he returned to us with a draft plan for the day's session which was reviewed and tailored some more. The resulting session was one that was entirely appropriate for our business and thoroughly enjoyed by our team, adding true insight into performance development and value to our business.'

Kath Clark – Wild West Comms

'Trevor's training is extremely effective and his ongoing support, blogs/tips ensures great outcomes for those that attend his sessions'

Rachel Jones – Fit'n'Fun Kids

"I decided to engage Trevor's services when I was preparing for an important presentation. Trevor was brilliant; he helped me see things from the client's point of view when I was discussing the message I wanted to give in my presentation. My confidence definitely increased and the presentation was a resounding success. Trevor went the extra mile to help and I thoroughly recommend his services."

Stacey Halfyard - Life Coach, Trainer, Mentor

'A superb day - really worth the investment' - **Esther Pollard - Diocese of Truro**

'Good content, provided structure for doing presentations which is really useful' - **Rachel Thomson - Lloyds Bank**

'I've been on a few presenting courses and this was the best'
Josyane Thatcher - Cornwall Development Company

'Thanks to the tuition and support I received from Trevor, after giving my Company presentation to The Cornwall Chamber of Commerce in 2015, I was voted best short presentation of the year by Chamber members. Without any doubt or hesitation I fully recommend Trevor's services to anyone who may have to conduct public speaking or take a presentation role at any time.'

Trevor Ashbolt – Trans-It-Delivery

'A seriously helpful course. Such a great product!. Atmosphere is relaxed, friendly and motivational.'

Oskana Wroath - Oksigen Theatre Company

'I feel a lot more comfortable now in 'performing' my pitch' - **Alana Bardill - Falmouth University**

'Very informative and inspiring' **Sharon Tapsell – Business Consultant**

'I feel much more confident now' **Beckie Pascoe - Bluesky**

'Helped me to feel more confident in the way I present' **Julie Woodbridge**

'A day full of ideas and practical tips - all guided by Trevor's expert eye'
Rebecca Morton - RedSnapper Design

Interested? : To fix up a no obligation meeting to find out how I can help you with your presenting and speaking please call me, Trevor Lee, on 07785 390717 or email me via trevor@trevorleemedia.co.uk

Check out my blogs : I have written a number of blog articles on presenting. To check them out simply follow this link : <http://www.trevorleemedia.co.uk/blog/>

